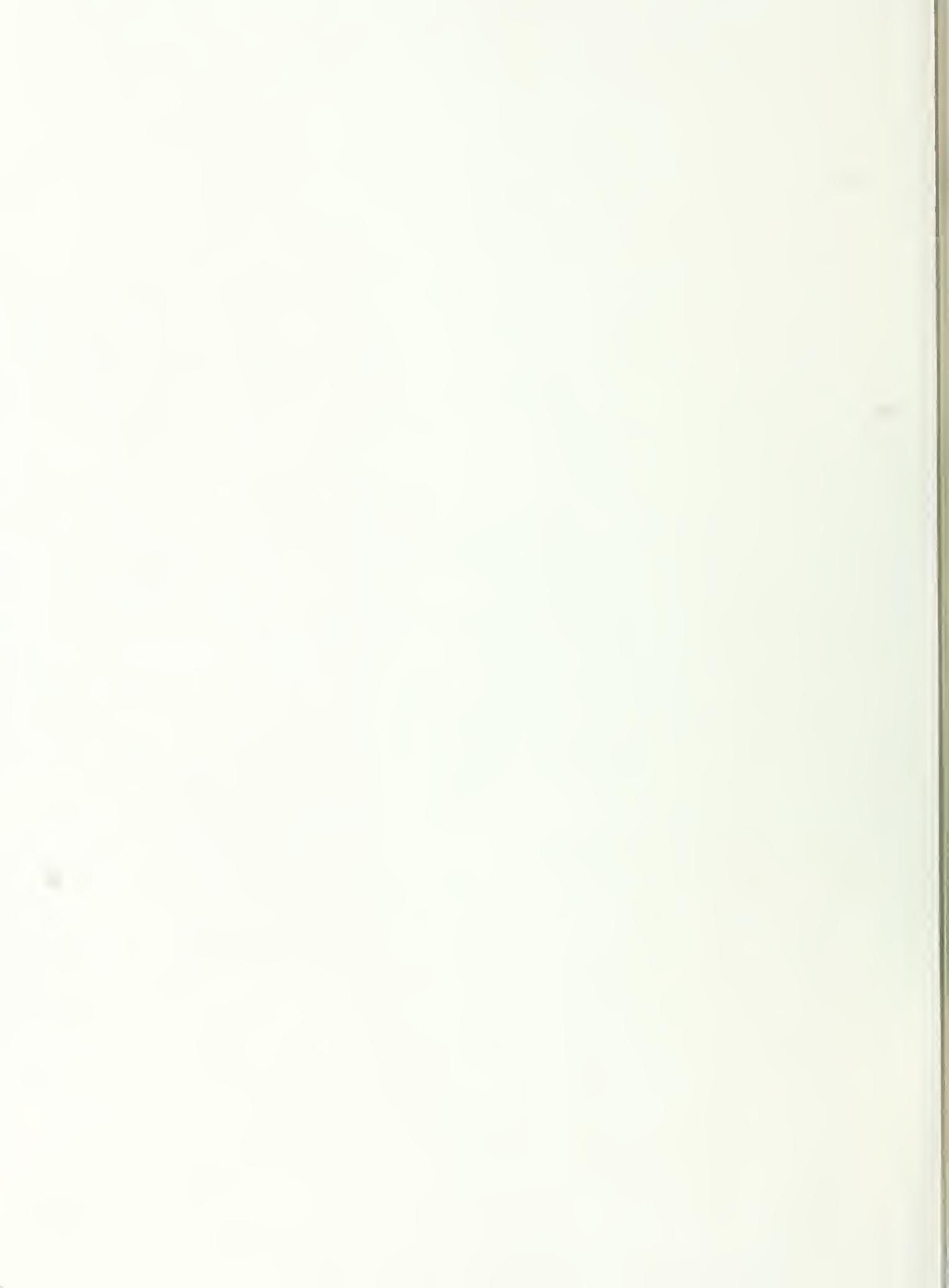




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The  
**CHEMIST AND DRUGGIST**  
 for RETAILER - WHOLESALER - MANUFACTURER

Established 1859

28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

No. 3030  
VOL. CXXVIII

MARCH 5, 1938

Annual Subscription (with  
Diary) 20/- Single Copies 9d.

# LIXEN

*The Good-natured Laxative*

**LIXEN**  
Elixir of Senna Pods

2 oz. bottles	1/-
4 oz. "	1/9
8 oz. "	3/-
16 oz. "	5/6

**LIXEN**  
Laxative Lozenges

Boxes:	
12 lozenges	7½d. each
24 "	1/- "
Bottles:	
100 lozenges	3/6 each



LIXEN is a "Chemist's Friend." You can make it a friend of all your customers in search of a gentle yet effective laxative.



**Allen & Hanburys Ltd.**  
London, E. 2

Telephone - Bishopsgate 3201 (12 lines)  
Telegrams - "Greenburys Beth London"

A STANDARDIZED PRODUCT

Natural Vitamins A & D

NADOLA

10 C.C.

Each dropper represents  
one 5% Vitamin A solution  
and 5% Vitamin D solution.

PARKE, DAVIS & CO.  
LONDON

NADOLA CAPSULES

25

Each capsule represents  
Vitamin A  
3400 International units  
Vitamin D (Natural)  
940 International units  
Physiologically Standardized  
Dose: 1 capsule daily  
More as prescribed.

PARKE, DAVIS & CO.  
LONDON

NADOLA

SEND FOR TERMS

1

PARKE, DAVIS & CO., 50, BEAK ST., LONDON W.I.

SHOW IT—IT SELLS ON SIGHT

# Elasto

REGISTERED

THE WONDER TABLET



1'3 Profit on every sale

Recommend Elasto For :

VARICOSE VEINS, ULCERS,  
ECZEMA, RHEUMATISM,  
HEART TROUBLES AND  
ALL LEG TROUBLES, ETC.

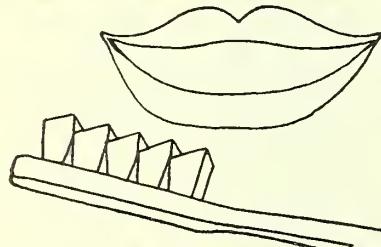
Retail 5/- per box (one month's supply).  
Wholesale 45/- per doz. P.A.T.A.

**The NEW ERA TREATMENT CO. LTD.**  
**CECIL HOUSE, HOLBORN VIADUCT, LONDON, E.C.1**

A A

# WITH RADIO NEWSPAPERS MAGAZINES

## We're teaching them to **HALEXERCISE**



### BIGGER ADVERTISING THAN EVER

#### NEWSPAPERS

The Daily Mirror and Daily Sketch have been added to the newspapers carrying Halex advertisements.

#### MAGAZINES

Radio Times, Everywoman's, Passing Show — a long list of the magazines people read more than once are used by Halex.

#### RADIO

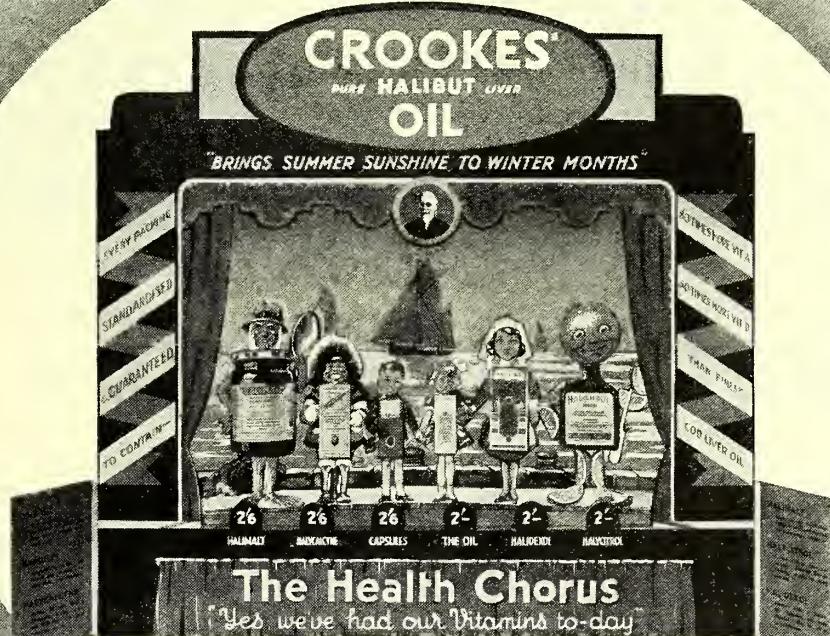
Popular comedian Joe Murgatroyd now puts Halex on the air twice a week from Radio Normandie.

The new Halex campaign puts people in a buying mood. The fitness campaign has made everyone keen on exercise — and now wireless, daily papers and favourite magazines all tell them how to Halexercise too. Order Halex brushes now and watch your sales increase.

*Order from your usual wholesaler, or from The British Xylonite Company Limited, Hale End, E.4*



# The NEW 12 COLOUR SHOWSTAND embracing a novel offer.



**FREE!**  
FOR THE CHILDREN  
CUT-OUT MODEL STAGE.

Ask inside for an addressed postcard to The Crookes Laboratories.

Post this (1d. stamp) with your name and address and a full colour cut-out reproduction of this attractive model stage will be sent free of charge with full instructions.

The cutting out and pasting up of this model will provide hours of instructive amusement for the children.

THE CROOKES LABORATORIES  
1000 Colmore Row  
Birmingham 4  
Park Royal - London, N.W.10

A replica of the above stage design in the form of a cut-out with movable figures is offered free of charge to your customers.

Twenty different showcards are available to link this C.F. line in your window with our advertisements in the National dailies, weekly and monthly papers and magazines.

Bonus terms show 70 per cent profit on outlay.



**THE CROOKES LABORATORIES (British Colloids Ltd.) Park Royal, London, N.W.10**

T.G.S.

# EXTRACTS

TINCTURES RESINOIDS  
OLEO-RESINS MEDICINAL RESINS

**EXT. CASCAR. LIQ.**

**EXT. ERGOTAE LIQ.**

**EXT. GLYCYRRH. LIQ.**

**EXT. IPECAC. LIQ.**

**WILLIAM RANSOM & SON**

ESTABLISHED 1846

*Ltd.*

*Manufacturing Chemists*

**HITCHIN near LONDON**

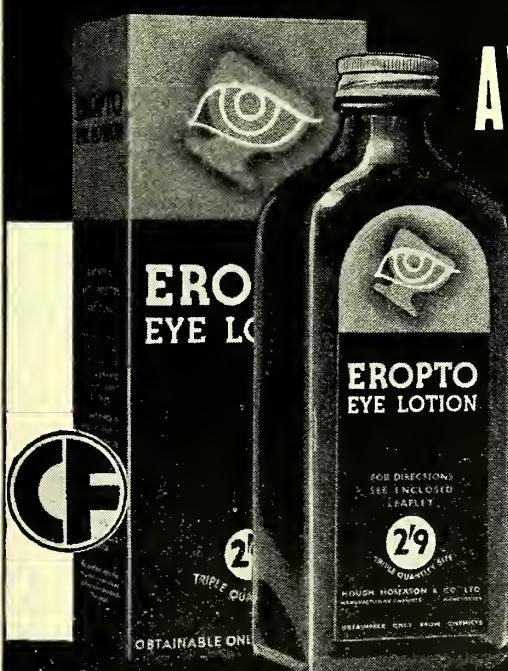
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## A NEW PRODUCT... for chemists only

AVERAGE PROFIT **56 $\frac{1}{4}\%$**   
ON COST



## TRADE TERMS

Minimum Retail Selling price . . . 1/6d. size 13/- per doz.  
2/9d. " 22/- "

This offer is made to all Chemists placing a Minimum order of 1 dozen Eropot Brand, either 1/6 or 2/9 size. With each order for 1 dozen, attractive showcards and window bills will be sent. Larger orders qualify for bonus pro-rata.

INTRODUCTORY BONUS OFFER  
OF 13 TO THE DOZEN

## EXAMPLE

I dozen 1/6 Eropot sells at	18/-	I dozen 2/9 Eropot sells at	£1.13.0
I Bonus Eropot	" 1/6	1 x 2/9 Bonus Eropot	" 2/9
Less cost	13/-	Less cost	£1.15.9
Gross Profit	6/6	Gross profit	£1.2.0

= 50% profit on cost = 62 $\frac{1}{2}\%$  profit on cost

HOUGH HOSEASON & CO. LTD. BRIDGE STREET, MANCHESTER, 3.

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# When you tender for *Disinfectants*

to Hospitals, Public Institutions, Local Councils, &c.

REMEMBER that

**BURT, BOULTON & HAYWOOD LTD.** Managers to

**the PRINCE REGENT TAR COMPANY, LTD.**

give you special terms for contracts.

Carbolic Disinfecting Fluids containing 3% to 80% Tar Acids.

White Disinfecting Fluids—miscible in salt, fresh or brackish water, Co-efficients 10/12, 18/20, 20/22, 24/26.

Lysol B.P. Quality. Pine Disinfecting Fluids.

Pink Carbolic Disinfecting Powders containing 5% to 20% Tar Acids.

Carbolic Sheep Dips, approved by the Ministry of Agriculture under the Sheep Scab order.

Tar Acids and Rideal Walker Co-efficiency guaranteed. May be sold by Chemists and Druggists under own name.

Special Disinfectant Fluids approved by the Ministry of Agriculture under the "Diseases of Animals Acts." May be packed and sold by Chemists under own name.

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**PRINCE REGENT TAR COMPANY, LTD.**

(Managers: **BURT, BOULTON & HAYWOOD, LTD.**)

BRETTENHAM HOUSE, WELLINGTON STREET, STRAND, LONDON, W.C. 2  
Phone: Temple Bar 5801 (5 lines) Telegrams: "Burboul, Rand, London."

March, 1938

**'PROLUTON'**

$\frac{1}{2}$  mg. Box of 3 amps. 5/6  
 2 mg. Box of 3 amps. 12/-  
 5 mg. Box of 1 amp. 8/-  
 5 mg. Box of 5 amps. 32/-

**'TESTOVIRON'**

5 mg. Box of 4 amps. 12/6  
 \*10 mg. Box of 4 amps. 22/6  
 \*25 mg. Box of 2 amps. 24/-

*\* New Packing*

Telephone: Holborn 9345 (5 lines).

**NOTE THESE NEW PRICES****OTHER TRADE MARK PRODUCTS  
IN CONSTANT DEMAND:**

"MEDINAL"	"VERAMON"
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"FOLINERIN"	"FORTAMIN"
"NEOTROPIN"	"SOLGANAL"
"ATOPHAN"	"NEUTRALON"

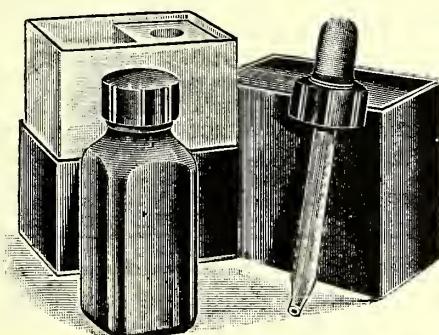
Supplies may be ordered direct and invoiced through your usual wholesaler

**SCHERING LTD.**

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Telegrams: "SCHEROPHA, PHONE, LONDON"

**AN ELEGANT ACCESSORY  
for CREDITABLE DISPENSING . . .**



**THE  
"CLINBRITIC" DROP BOTTLE  
WITH EXTRA BAKELITE SCREW CAP**

IN PLAIN AMBER GLASS

$\frac{1}{2}$  oz. Size 5/3 doz. 1 oz. Size 6/- doz.  
SERIES—"CLINBRITIC, S.S."

Each packed in a well-made shouldered box

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 SPECIALISTS IN DRUGGISTS' AND SURGICAL SUNDRIES  
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 TELEPHONE: WATERLOO 4874 (3 LINES).

ITS BIG FAMILY  
APPEAL ENSURES

*a big  
regular  
demand!*

**BRYLFOAM**

THE *Family* SHAMPOO

● BRYLFOAM means big money. There's 37½% profit on every tube you sell. And when you sell BRYLFOAM you sell to everyone in the family! So see that your displays link up with the BRYLFOAM National advertising and that your stocks are sufficient. Order to-day and ask for showcards, etc. Remember, BRYLFOAM can be bought only at chemists and hairdressers.

37½% PROFIT ON EVERY TUBE!

PLEASE POST THIS COUPON

To : The County Perfumery Co.,  
North Circular Road,  
West Twyford, London, N.W.10

Please ask traveller to call.

NAME.....

ADDRESS.....



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FOR QUICK  
CLEAN SHAVES

The range of popularly priced Wanie Blades are supplied in attractive packages or on artistic three colour Display Cards.

All bring you 33½% profit.

"THREE HOLE" TYPE 12 for 1/-  
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(All prices subject.)

Dealers and Wholesalers  
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SAMPLES and Trade Terms.

**LONDON & PROVINCIAL FACTORS LTD**  
146 THEOBALDS ROAD LONDON. W.C.1.  
and at 16 Withy Grove. Manchester

# PROSIT

NATURAL PINE BATH COCKTAIL

Refreshing to mental or physical fatigue, helps rheumatism  
20 oz. Beakers 20/- 8 oz. Bottles 10/-  
PROSIT PRODUCTS LTD., 20 Back of THE PANTILES ...  
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# WORLD'S HEADQUARTERS FOR SPONGES

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CHEAPEST HOUSE for Sponges & Chamois Leathers  
WRITE FOR ILLUSTRATED PRICE LIST.

# "ODENTIC" PLATE BRUSH

Regd. No. 417637

To Retail at

1/6

Trade 12/9 doz.  
From Your Wholesaler

— or —

**W. R. SPEER & SON,**  
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# EYETEX

REG. TRADE MARK

## SUN GOGGLES

### CONTERPAD

Reg. Design No. 818995

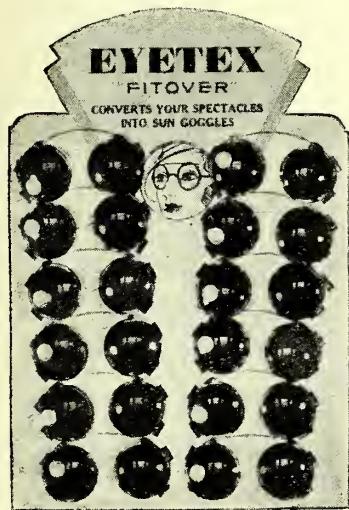
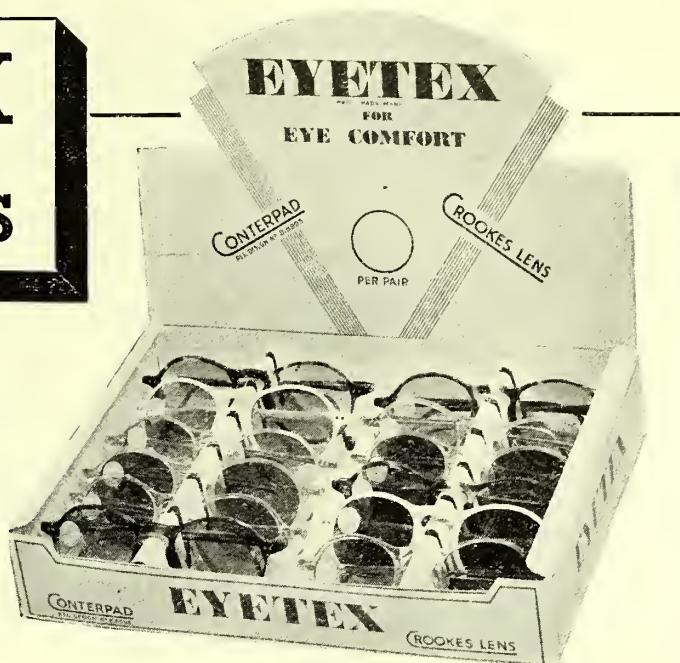
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The ideal anti-glare goggle cylindrical curved Crookes lenses constructed to subdue glare or reflected light.

Reinforced adjustable sides. Assorted : Pink, blue, brown mottled, crystal, white opaque.

Pull-off cases for above available.

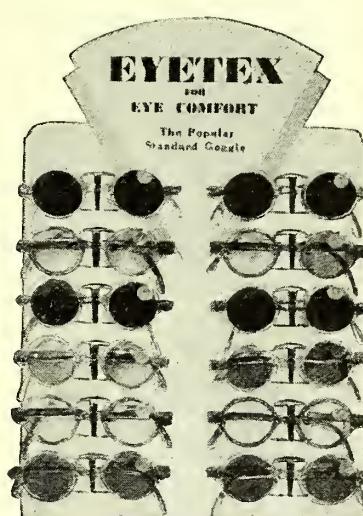
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No. 302 Assorted Dark Mottled and crystal rim, metal fittings, cable spring.  
**MICOQUILLE CROOKES LENSES.**  
Two tints.  
Leather Purses, assorted colours available.  
CARD hanging/strut. Packed in cartons.



No. 308 Nickel engraved FITOVER Goggle.  
**MICOQUILLE CROOKES LENSES.**  
No. 310 CHANCE'S CROOKES LENSES.  
No. 309 Nickel engraved FITOVER Goggle.  
**MICOQUILLE CROOKES LENSES.**  
Supplied complete in Purse.  
Attractive Showcard supplied Free with each dozen, as illustrated.



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No. 0826 Mottled Imshell Goggle. Unbreakable pin joint. Smoke and Fieuza. All carded.

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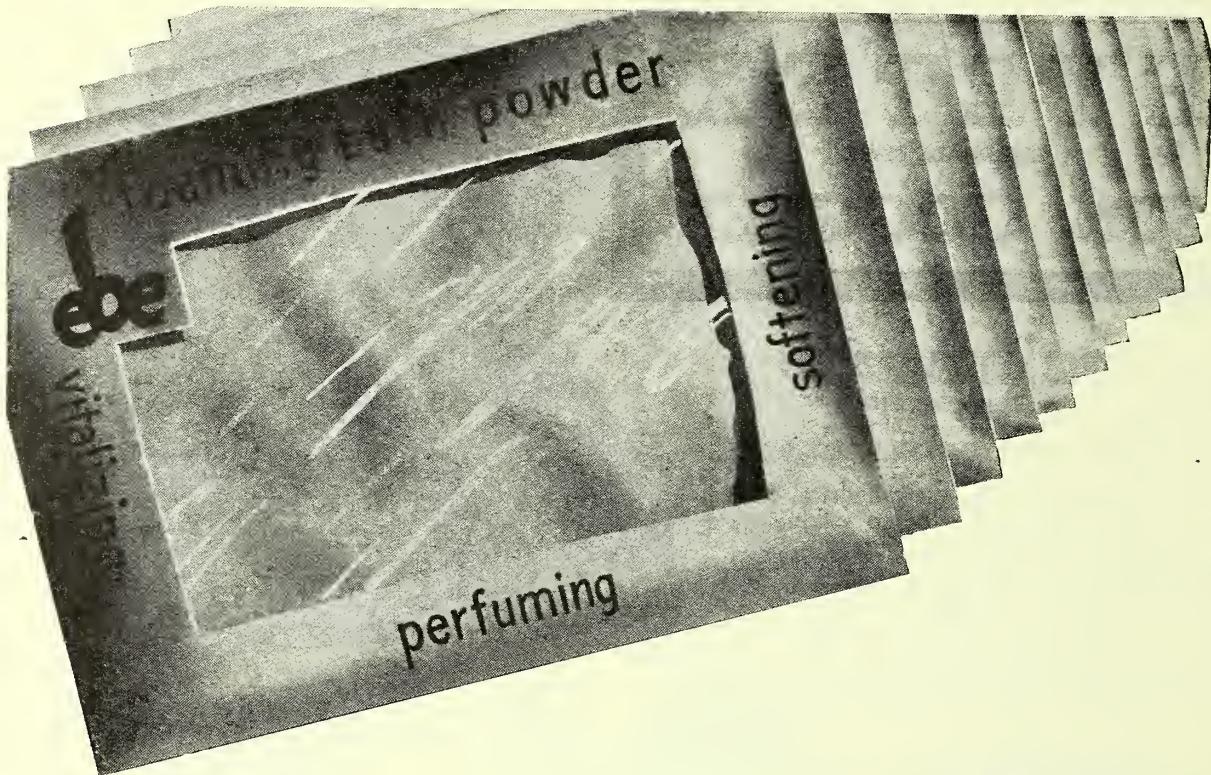
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WHOLESALE AND EXPORT ONLY

**MERX OPTICAL CO. LTD.**

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Telephone : HOLBORN 6151 and 7071



*Everyone is talking about this EBE line*

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*a quick seller which retails at 6d*

Vastly increased press advertising is about to start throughout the country, for the three popular sizes of EBE Bath Powders, together with editorial publicity support from many national magazines and newspapers, and the demand for EBE Bath Powders will be greater than ever. The unique triple appeal of Ebe Bath Powders with their colour, foam and perfume have gained thousands of regular customers during the past six months.

Good news travels! During the next few months the demand for EBE Bath Powders will become universal, and the wise retailer is stocking up today to be ready for the orders of tomorrow. Get in touch with your wholesaler now. EBE Bath Powders retail at:

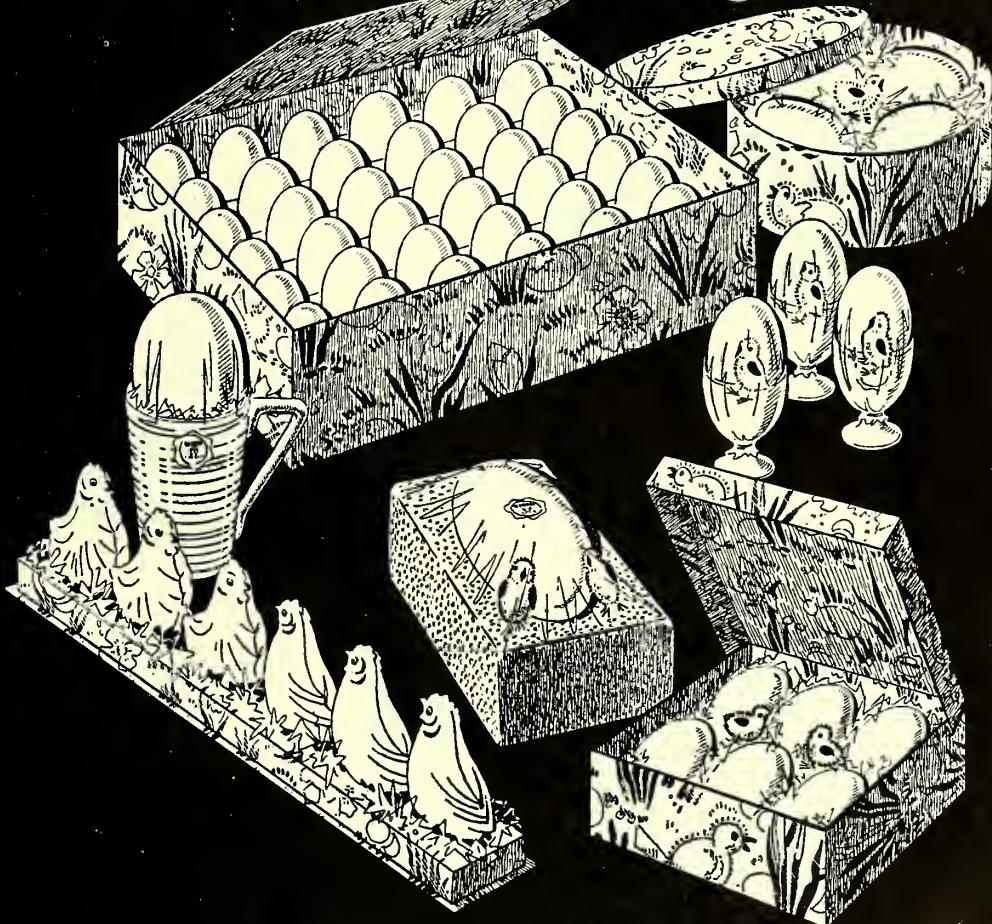
**6d, 1/-, 2/6, 6/6, 15/6, 25/-, 30/-, 60/-.**

★ big sales  
★ big profits  
★ national advertising



EBE PRODUCTS LIMITED, 11 DIANA PLACE, LONDON, N.W.1. EUSTON 3271

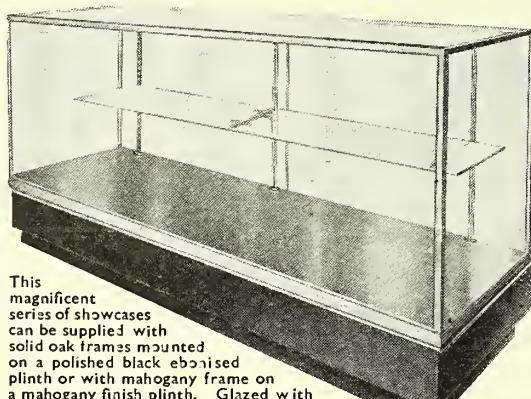
# Easter Gifts



- that means  
**VINOLIA**

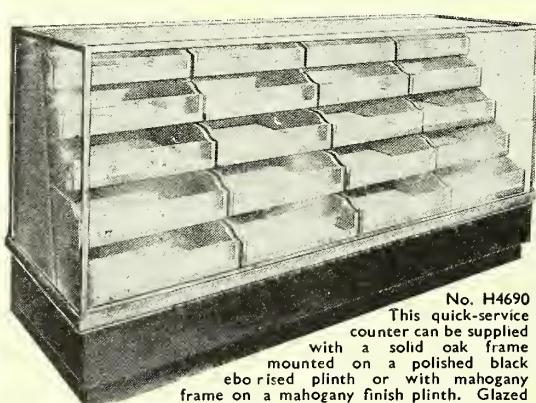
Illustrated List and Special Offers on application to  
VINOLIA Co., Ltd., BEBINGTON, WIRRAL, CHES.  
VT 165/551

**KING'S**  
 NEW SERIES OF  
**"EMPIRE" SHOWCASES**  
 THE SMARTEST SHOWCASES ON THE MARKET



This magnificent series of showcases can be supplied with solid oak frames mounted on a polished black ebonised plinth or with mahogany frame on a mahogany finish plinth. Glazed with new first quality drawn plate glass front, top and sides with two frameless easy sliding glass doors at back,  $\frac{1}{4}$ " thick polished edges. Interior fitted with standard bar and adjustable brackets and a plate glass shelf 12" wide running the full length.

No. H4683 Size : 4' Long  $\times$  3' High  $\times$  2' Deep £6.15.0 or on 1st payment of 11/-10 and 11 monthly payments of 11/-10  
 No. H4685 Size 5' Long  $\times$  3' High  $\times$  2' Deep £7.12.6 or on 1st payment of 13/-5 and 11 monthly payments of 13/-5  
 No. H4687 Size 6' Long  $\times$  3' High  $\times$  2' Deep £8.0.0 or on 1st payment of 14/- and 11 monthly payments of 14/-



No. H4690 This quick-service counter can be supplied with a solid oak frame mounted on a polished black ebonised plinth or with mahogany frame on a mahogany finish plinth. Glazed with new first quality drawn plate glass front, top and sides,  $\frac{1}{4}$ " thick. The interior is fitted with 20 oak quick-service trays  $16\frac{1}{2}$ " wide inside with back to front measurements as follows: Top row  $11\frac{1}{2}$ ", second row  $14\frac{1}{2}$ ", third row  $16\frac{1}{2}$ ", fourth row  $18$ ", bottom row  $21\frac{1}{2}$ ".

Size overall:— 6' Long  $\times$  3' High  $\times$  2' Deep £13.10.0 or on 1st payment of 24/- and 11 monthly payments of 24/-

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 SHOPFITTING SPECIALISTS  
 42-60 GOSWELL ROAD,  
 LONDON, E.C.1

PHONES : CLERKENWELL 2316 (Private Branch Exchange)

**GARDINERS**  
 for OVERALLS

**SPECIAL OFFERS !**

**Long Coats**

**Khaki 5/11 Grey 7/6**

(Postage paid on 3 or more)

**Oilskin**

Clothing for every purpose.

Acid-resisting Aprons and Clothing made to order

*Send P.C. for Illustrated Catalogue*

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 1, 3 & 5, COMMERCIAL RD., LONDON, E.1  
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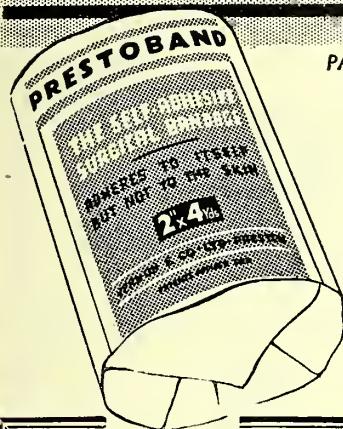
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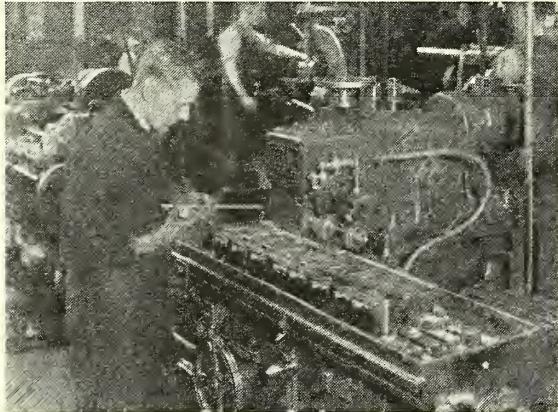
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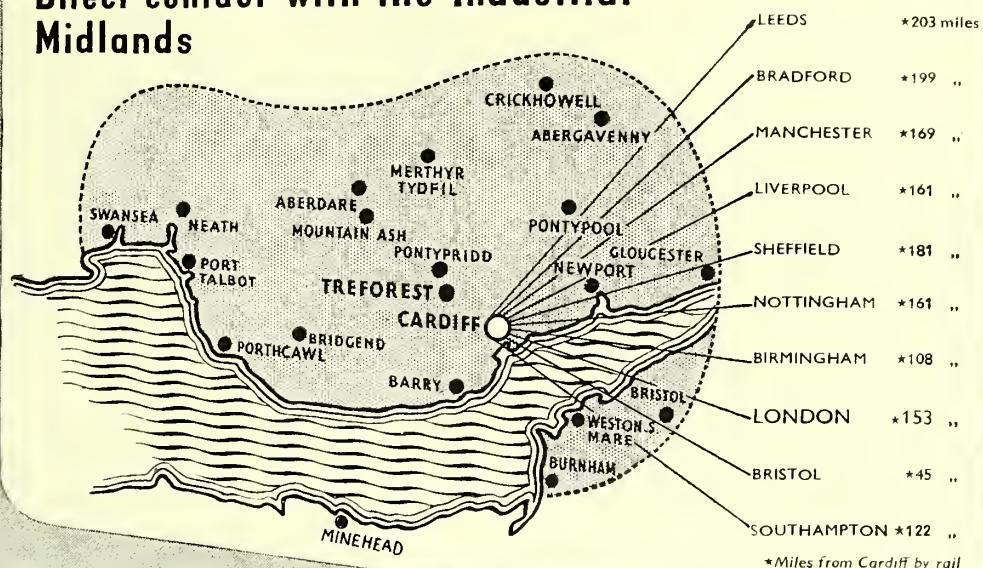
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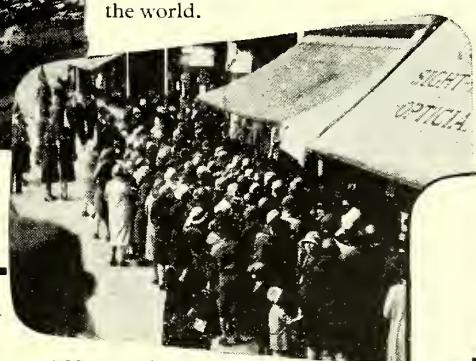


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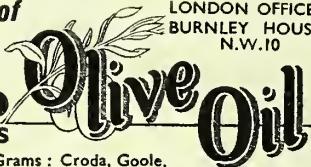
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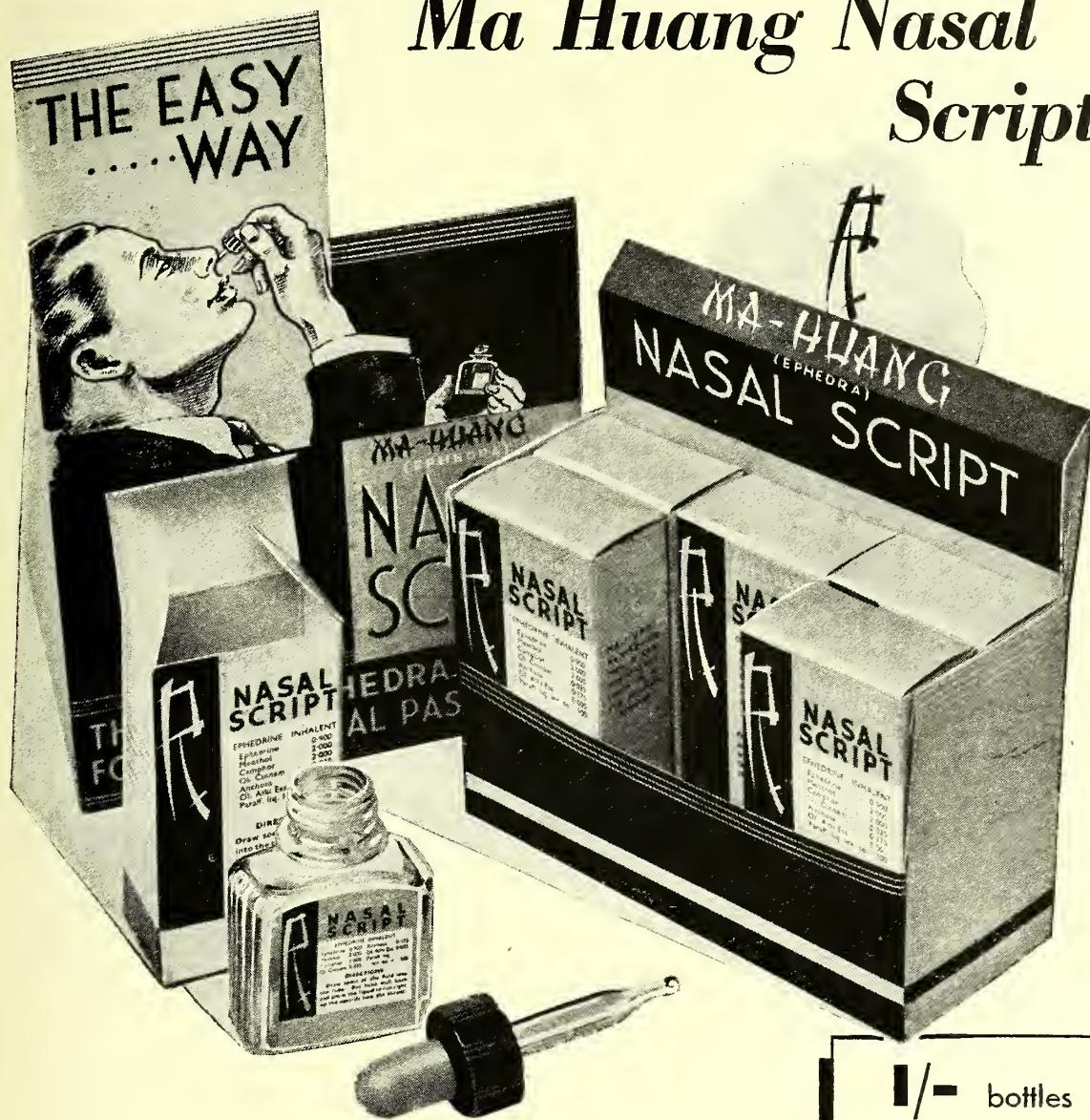
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The Chinese Cure for Catarrh, Hay Fever,  
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**1/-** bottles  
in cartons  
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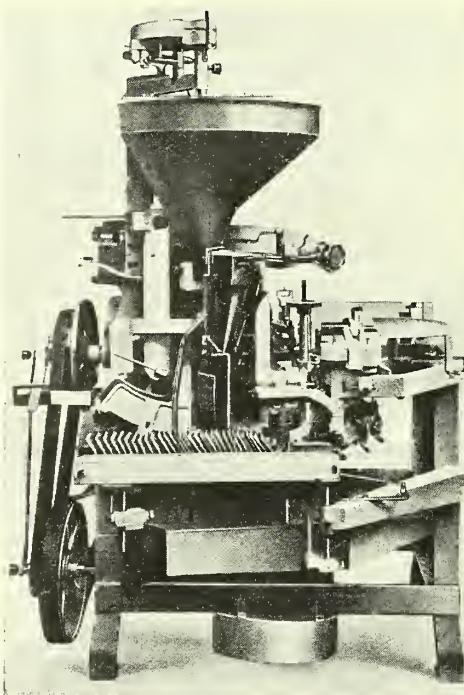
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100 grammes (3½ oz. approx.)  
120/- per doz.

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A dietetic substance of exceptional therapeutic value. Presents Vitamin B<sub>1</sub> in a concentration which is impossible with foods of normal bulk. Employed by Medical Men in private and hospital practice and by Veterinary Surgeons who find it effective in re-establishing appetite in dogs.



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At this time of year "Livogen" is widely prescribed for anaemia, debility and in convalescence. The tonic effects of "Livogen" are excellent, as it contains Vitamin B Concentrate, Extract of Liver, and Haemoglobin in correct proportions for the most beneficial results.

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AMSTERDAM-C. HOLLAND: PLANTAGE FRANSCHELAAN 32

## News of the Week

### Business Changes

BOOTS, LTD., have opened a branch at 6 Ace Parade, Kingston Bypass Road, Hook, Surrey.

MR. H. HARVEY, M.P.S., Hythe, has removed from 90 High Street to new premises at 21 High Street.

WOODLANDS CHEMISTS, LTD., have recently opened a branch in Cardiff.

MR. J. ATKINSON, M.P.S., 52A Whitegate Drive, Blackpool, has removed to larger premises in the same thoroughfare.

MR. F. S. V. MOTH, M.P.S., has taken over the business of Mr. W. L. Egerton, M.P.S., 66 Priory Crescent, Milton, Portsmouth.

### Merchandise Marks (Amendment) Bill

There was introduced in the House of Commons on February 23 a Bill entitled the Merchandise Marks (Amendment) Bill, designed to require an indication of origin in the case of certain goods imported into the United Kingdom (including Northern Ireland) from foreign countries. The Bill comprises three sections, No. 1 of which reads as follows:—

After an inquiry in relation to goods imported into the United Kingdom from any foreign country has, on reference from the Board of Trade, been held by a Committee appointed for the purposes of this Act, and the report of the Committee has been taken into consideration, the Board of Trade may make a recommendation to His Majesty that it is desirable to make, and His Majesty in Council may thereupon, subject to the provisions of this Act, make an order prohibiting the sale or exposure for sale in the United Kingdom of goods imported into the United Kingdom from that foreign country unless they bear a definite indication that they were manufactured or produced in that country:

Provided that the Board of Trade shall not make such a recommendation unless it appears, after considering the extent to which the trade of the United Kingdom would be prejudiced by the making of such an order, that the public demand on that behalf is so substantial as to make it reasonable to make the recommendation.

### Dangerous Drugs Acts, 1920-32

(From "The London Gazette," February 25, 1938)

#### WITHDRAWAL OF AUTHORITIES

##### JOHN LOWNDES

Whereas John Lowndes, veterinary surgeon, of Charnwood, High Road, Shenfield, Essex, has been convicted of offences against the Dangerous Drugs Acts, 1920 to 1932;

And whereas the said John Lowndes cannot, in my opinion, properly be allowed to be in possession of or to supply any drug or preparation to which the Dangerous Drugs Regulations, 1937, or any drug to which the Raw Opium, etc. Regulations, 1937, apply;

Now therefore, in pursuance of the powers conferred on me by Regulation 7 of the Dangerous Drugs Regulations, 1937, and by Regulation 5 of the Raw Opium, etc. Regulations, 1937,

I hereby withdraw from the said John Lowndes the authorities conferred by the said Regulations upon him to be in possession of and to supply the drugs or preparations to which the Dangerous Drugs Regulations, 1937, and the drugs to which the Raw Opium, etc. Regulations, 1937, apply:

And I hereby direct that it shall not be lawful for the said John Lowndes to give prescriptions for the purposes of the Dangerous Drugs Regulations, 1937.

SAMUEL HOARE,  
One of His Majesty's Principal  
Secretaries of State.

Whitehall, February 25, 1938.

### Proprietary Articles Trade Association

ALTERATION TO PROTECTED LIST.—Pond's Extract Co., Ltd.: Pond's cleansing tissues, large size, 1s., 9s. doz.; orders over £3 and under £5, 8s. 3d. doz.; orders of £5 and upwards, 7s. 9d. doz.

### Nursing Exhibition

The twenty-eighth annual Hospitals, Nursing, Midwifery and Public Health Exhibition and Conference was opened at the New Horticultural Hall, Westminster, S.W., on February 28. Among the receptions which took place during the Exhibition and Conference was that of the Guild of Public Pharmacists on March 1. The Exhibition consisted of several sections including the national fitness, air raid precaution, occupational therapy, electrical and oxygen sections, together with attractive stands, constituting the major portion of the Exhibition, of a number of well-known firms of manufacturing chemists, infant food manufacturers and suppliers of hospital equipment.

### Bath

SECRETARY'S VISIT.—Mr. W. J. Hallett was the chairman at a meeting of the Bath and District Branch of the Pharmaceutical Society on February 23, when Mr. H. N. Linstead (secretary, Pharmaceutical Society) spoke on "Some Problems of Pharmacy—the Past Ten Years and the Next," dealing chiefly with pharmacy and poison laws, drug addiction, Sunday service, medicine stamp duty and education. A discussion followed, in which Mr. D. J. Williams (vice-president), Mr. Luther Wilson, Mr. J. Aspell, Mr. Curtis and others took part.

### Birmingham

STRIKE SETTLED.—1,500 employees of W. T. Avery, Ltd., scale manufacturers, Birmingham, who began a stay-in strike recently after a dispute over the timing system, resumed work on February 29.

### CONTENTS

See p. 269

**INDOOR PORTRAITURE.**—The Birmingham branch of the Photographic Dealers' Association held a lecture-demonstration on February 10, when Mr. S. Schofield (Kodak, Ltd.) dealt with "Modern Aids to Indoor Portraiture," giving demonstrations of lighting effects with modern apparatus including photoflood and sashalite bulbs and the kodaflector outfit. A film was exposed and developed in the room and handed round for inspection, Miss G. Guest acting as "artist's model" for the occasion. Many dealers brought ready-loaded cameras and experimented with the various lighting arrangements. Mr. Ingram proposed a vote of thanks to the lecturer, to Miss Guest and to Messrs. Juggins and Hunt (ciné operator and lanternist).

**ANNUAL DINNER.**—The annual dinner of the Birmingham Pharmaceutical Association and Branch of the Pharmaceutical Society was held at the Grand Hotel on February 23. Mr. E. G. Bryant (president of the Association) was in the chair. Mr. W. W. Atkinson (chairman, National Pharmaceutical Union) proposed "The City of Birmingham." The Lord Mayor, who acknowledged the toast, referred to the work of the Technical College in training young pharmacists. Birmingham was looking forward to the completion of its new Technical College. Alderman C. Davis (Mayor of Leamington Spa), who proposed "The Pharmaceutical Society of Great Britain," said he welcomed the action of the Society in extending the hand of co-operation to the National Pharmaceutical Union. Mr. T. Marns, in reply, said that some years ago there was one chemist's shop to 3,000 people; to-day, it seemed, there was one to 2,000 people. He did not know on what grounds it could be assumed that the former proportion was either the ideal or the natural one. In certain Continental countries the proportion of pharmacists to the population was fixed by law; he doubted whether any practical purpose could be served by comparing the position in this country with that in countries where a limitation was placed on the number of pharmacists and on the scope of their business. Should the work of the British pharmacist come to be strictly confined to scientific practice, that would be the time to seek restriction of the number of pharmacists, unless the position had adjusted itself through the working of the natural law of supply and demand. Dr. E. G. Bryant (chairman), who proposed "Our Guests," said pharmacists had not always had the reward they felt they should have had. The best, perhaps, was yet to be. The new course of training would result in a race of pharmacists of sound scientific training, able to take their place in any learned society in the country. Dr. K. Douglas Wilkinson (Professor of Pharmacology and Therapeutics, Birmingham University) replied. The dinner was followed by a dance, for which Messrs. F. W. Crawshaw and Maurice Smith, jun., acted as M.C.s.

### Coventry

**MOVE TO CHANGE EARLY-CLOSING DAY.**—Although local shopkeepers at a public meeting and shop assistants through their union have voiced opposition to a proposal to change early-closing day from Thursday to Wednesday, the Chamber of Commerce subcommittee which has been inquiring into the question intends to press for further discussion.

**ADDRESS ON DIETETICS.**—The Coventry Branch of the National Pharmaceutical Union was addressed on February 22 by Mr. A. Chamings, B.Pharm., Ph.C. (principal, Leicester School of Pharmacy), on "Dietetic Principles in Sickness and Health from the Pharmacist's Point of View." The lecture (first of two) dealt with the normal diet essential for health, and laid stress on the need for balance between fat and carbohydrate intake and ingestion of protein. Vitamins and vitamin-deficiency diseases and common pathological conditions resulting from defective nutrition (especially gastric disorders, obesity and diabetes) were considered. A number of questions were asked. Messrs. L. H. Lester and Bonham proposed and seconded a vote of thanks.

### Gloucester

**DINNER-DANCE.**—The dinner and dance of the Gloucester and District Branch of the Pharmaceutical Society was held on February 17. Mr. L. Harris proposed "The Pharmaceutical Society." In reply Mr. Knox Mawer said he was pleased that Gloucester's average subscription per member to the Benevolent Fund came fourth on the list for 1937. The toast of the local branch was proposed by Dr. H. C. Terry, and replied to by the chairman. "The Ladies and Visitors" was proposed by Mr. Dewhurst, with responses by Mrs.

Hampton and the City High Sheriff. Dancing followed till 2 a.m., Mr. R. M. Hill being M.C.

### Leicester

**STAFF DANCE.**—The staff of Boots, Ltd., held a fancy dress dance at the company's café in Leicester on February 17.

**PHARMACY SCHOOL REUNION.**—The Leicester School of Pharmacy held its third annual reunion supper and dance on February 17. About forty old students inspected the new laboratories in the afternoon and had tea with the staff. In the evening 250 gathered at the Grand Hotel, Leicester, including Mr. R. R. Bennett (as a guest of the School), Mr. L. W. Kershaw (principal, College of Technology) and Mrs. Kershaw, Miss Perkins (chairman, Leicester Branch of the Pharmaceutical Society) and Mr. F. Purse (secretary). Mr. Colin Gunn, who presided, spoke of the debt which the School of Pharmacy owed to the principal and College Committee. "The Visitors" was proposed by Mr. S. Squires, who mentioned that one of those present was Mrs. Holt, better known to some of them as Miss Joyce, who was the first woman to study pharmacy and qualify from the School of Pharmacy. Mr. R. R. Bennett, in reply, commented on the fact that the School had behind it a tradition of fifty years, and declared that when the new buildings were completed Leicester would have a school second to none in the kingdom. Mr. D. A. Todd (a present student) suitably proposed "Old Lags," and Mr. Carl Norman responded on behalf of the old students. Mr. Squires expressed the thanks of the company to Mr. Gunn and Miss Kay for arranging the function. The chairman thanked the M.C. (Mr. Squires) and several local firms for gifts distributed during the dancing. (Picture, p. 261.)

**LAWS AFFECTING PHARMACISTS.**—Miss L. Kay, B.Pharm., addressed a meeting of the Leicester and Leicestershire Branch of the Pharmaceutical Society on February 15 on "Notes on Forensic Pharmacy." Miss Perkins, Ph.C., who presided, made reference to the death of Mr. Fry. The chairman congratulated the Branch on having raised £33 for the Benevolent Fund during the winter session. Miss Kay gave a summary of Acts of Parliament other than those dealing with poisons which affected the pharmacist in his business. According to the Apothecaries Act it was illegal for anyone to prescribe a medicine unless he was a Licentiate of the Society of Apothecaries or its equivalent. Mr. Collison asked for a definition of prescribing. Mr. Ward thought that so long as diagnosis and visiting did not accompany the prescribing the Act would not be broken. Discussion took place as to what constituted a branded article under the Medicines Stamp Acts, and whether proprietary rights could be claimed on certain medicines named. Mr. Stevens surprised some members by declaring that the proprietor of a drug store who had served a proper apprenticeship to a pharmacist could legally sell un-stamped "known, admitted and approved remedies." Miss Kay stated that under the eShops (Sunday Trading Restriction) Act chemists who had not contracted to do Sunday dispensing of National Health Insurance prescriptions and who had previously been able to choose whether they would make them up or not, had no longer such freedom so long as they opened shop on Sundays. Mr. Hackett proposed, and Mr. Stevens seconded, a vote of thanks to Miss Kay.

### London

**FIRE.**—An outbreak of fire occurred at the premises of Lewis & Burrows, chemists, Great Portland Street, W.1. Little damage was done.

**STUDENTS' PLAY.**—Students of the London College of Pharmacy gave a play entitled "Smedley's Corner" on February 15, 16 and 17 at the College, 361 Clapham Road, S.W.9. The play was favourably commented on in the Press.

**STAFF DINNER.**—The thirty-sixth annual dinner and dance of C. J. Hewlett & Son, Ltd., was held at the Abercorn Rooms, Bishopsgate, on February 26, the managing director (Mr. E. J. Millard, Ph.C.) presiding, assisted by Mr. Vivian C. Hewlett, F.C.S. Mr. W. M. Williams (a London representative) proposed "The Firm," referring to his early experience in the steam laboratory. During the evening a presentation was made to Mr. H. A. Fesemeyer (senior representative) on the completion of fifty years' service with the company. Mr. Vivian C. Hewlett, on behalf of the directors, asked him to accept a handsome silver cigarette case, and Mr. Domoné, for

the staff, presented him with a case of pipes and a Waterman writing set. Dancing followed until midnight.

**WEST HAM DINNER.**—West Ham and Eastern District Association of Pharmacists held its annual dinner and dance at the Waldorf Hotel, Aldwych, on February 17, under the chairmanship of Mr. Arthur Mortimer. "The Pharmaceutical Society" was proposed by Alderman Groves. Mr. Thomas Marns, responding, paid tribute to the members of the West Ham Association for the manner in which they had supported the Society's Benevolent Fund. Mr. J. F. McNeal (a member of the Society's Council) proposed "The Association." Mr. Mortimer replied, recalling that it was the West Ham Association that had sent a deputation to meet Members of Parliament in one of the Committee Rooms, taking actual articles ready packed showing what the effect would be if additional stamp duty were imposed. Mr. J. C. Young (another member of Council) proposed "The Ladies," and Miss B. Sharples (assistant secretary of the Pharmaceutical Union) responded. The chairman expressed thanks for a collection amounting to £14 for the Benevolent Fund.

**SOUTH-EASTERNERS DISCUSS ORGANISATION.**—A meeting of the South-East Metropolitan Branch of the Pharmaceutical Society was held on February 15, Mr. W. C. Spooner presiding. Mr. F. G. Wells (chairman of the organisation committee of the Society's Council) gave an address on "Organisation and its Problems." Mr. Wells first dealt with inspection of premises. The number of inspections had increased in recent years, but the number of prosecutions was considerably less. Inspectors called to see that the pharmacist was on the Register; this served as a warning to those who were late in sending payment of their registration fee. Mr. Wells stated that the inspector had the right to inspect the prescription book on the ground that it contained the entries of Schedule 4 poisons. He drew attention to the danger of selling diluted laudanum and diluted chlorodyne. Mr. Wells next dealt with grants from headquarters to branches; two speakers, he said, were allowed to each branch and supplied from headquarters. It was interesting, he continued, to note the work expended on resolutions sent in from the branches. A resolution went first before the organisation committee, which, after discussion, returned it, if necessary, to the branch with any modifications considered necessary. After being received back from the branch it was sent to subcommittees dealing with the subject of the resolution, and then returned to the main committee before being drafted in its final form. Mr. Wells said there were not many resolutions for this year's Conference, but some important subjects would be discussed. A lively discussion followed. Mr. Hay said there were so many proprietary preparations nowadays that confining B.P. preparations to the pharmacist would not mean much. Mr. Reed thought that confining B.P. preparations to pharmacists would mean a better standard for these preparations. Mr. Foster spoke of shops other than pharmacies selling drugs on Sundays. He also thought the label "dangerous to exceed the stated dose" hindered sales of "own-pack" lines which contained a small proportion of poison. Mr. Wells, replying to the first part of the question, said that the matter was for the L.C.C. to deal with. Mr. Williams asked if a firm trading under the title "chemists' sundrymen" was contravening regulations. Mr. Wells said that so long as they did not feature the word chemist more prominently than sundrymen they were on the right side. A vote of thanks was proposed by Mr. Milner and seconded by Mr. Foster. Mr. Wells, replying, congratulated the Association on its contributions to the Benevolent Fund, which was far above other Metropolitan branches.

### Manchester

**ASSOCIATION OF PHARMACEUTICAL EMPLOYEES.**—Employees of Lancashire and Cheshire branches of Timothy Whites & Taylors, Ltd., met in Manchester on February 22, under the auspices of the Manchester Branch of the shop assistants' Union to hear reasons why they should join the Association of Pharmaceutical Employees (a section of the Union). The speaker was Mr. Lewis Yeates, Leeds (organising secretary of the shop assistants' Union in the West Riding of Yorkshire area), who made reference to the low salaries being paid to employees, both qualified and unqualified, by many firms, and stated that the association had drawn up a minimum scale of salaries.

**N.P.U. MEETING.**—The annual meeting of the Manchester, Salford and District Branch of the National Pharmaceutical

Union was held on February 24, Mr. G. V. Tyler in the chair. The secretary's report, submitted by Mr. T. Miller, made reference to the active campaign in support of the Chemists' Friends movement carried out during the year. The treasurer (Mr. G. H. Haines) presented the financial statement. Both reports were adopted. The following were elected members of the Executive:—Manchester, Messrs. E. Cronin, D. Dickson, W. Gee, G. H. Haines, E. Stabler, H. Steinman, A. E. Thorpe and J. W. Wood; Salford, Messrs. J. Collins, J. E. Edwards, A. A. Kintish and W. Wilkinson; County, Messrs. W. Edwards, T. Miller, W. I. Scholes and G. V. Tyler. Mr. J. E. Blackwell gave an address on the C.F. movement from the standpoint of the manufacturer. Mr. A. E. Thorpe proposed a vote of thanks.

### Newport

**PRESIDENT'S ADDRESS TO BE CIRCULATED.**—At the annual meeting of the Newport and Monmouthshire Chemists' Association and Branch, on February 17, the president (Mr. H. Rimmer Clarke) submitted the annual report, which he felt showed the branch to have been active in all matters relating to pharmacy. Delegates had attended four conferences; there had been seven general meetings of the Branch and three committee meetings. He felt that greater efforts should be made to improve the attendance of members from the country area and expressed regret that there was still no branch organisation of the National Pharmaceutical Union in the district. During his year of office donations to the Benevolent Fund had totalled £22, and he took the opportunity of thanking members who had contributed. The report was unanimously adopted and the president thanked. Mr. Jared Edwards (treasurer) submitted the balance sheet, which showed a small balance in hand. The following were elected officers:—President, R. H. Shelley; Vice-President, G. R. Clark; Treasurer, Jared Edwards; Secretary, Frank E. S. Clarke. The committee were re-elected *en bloc*. The new president, who was then installed, outlined his views and policy for the year. He felt that drastic measures were needed to put pharmacy back on the map, but they must first have consolidation in the local association. He desired members to consider approaching the Medical Officers of Health for the county and borough in regard to distribution of baby foods and medicines through the chemists rather than by clinics, and appealed for further support for the Benevolent Fund. Mr. C. C. Giles suggested that the president's address should be circulated to all members. This was agreed. It was resolved that quarterly meetings should be held in the county in place of one of the monthly meetings.

### Oxford

**PHARMACEUTICAL RIDDLES.**—A meeting of the Oxford and District Branch of the Pharmaceutical Society was held at Oxford on February 15. Mr. J. A. Deacon presided and Mr. J. C. Young addressed the meeting on "Some Pharmaceutical Riddles," claiming that conditions under which pharmacists practised now were much to be preferred to those of a few years ago. He expressed the opinion that the pharmacist's position would be further improved when he utilised his knowledge to guide the medical man in his choice of drugs and medicinal preparations. Mr. Brand moved a vote of thanks.

### Portsmouth

**STERILISATION METHODS DESCRIBED.**—Mr. F. Hemming, Ph.C. (head of the pharmacy department, Portsmouth Municipal College), addressed the members of the Portsmouth branch and students on February 16 on "The Sterilisation of Pharmaceutical Products." Sterilisation, he said, could be defined as "The complete destruction of micro-organisms both in the vegetative and spore stages in their life history." The necessity for aseptic precautions and the methods of attaining asepsis (including preparation of the hands, containers, rubber caps and their uses) were explained. Mr. Hemming pointed out the advantages and disadvantages of various types of filter and demonstrated the Chamberland, Doulton, Berkefeld and the Seitz. He described the preparation of an injection solution by autoclaving; the methods adopted for the preparation of emergency injections; the technique in preparing eye drops, lotions, powders, oily injections, and oculents; Tyndallisation and steaming. Mr. Hemming later replied to questions. The chairman (Mr. H. A. McCoy) presided, and Mr. Hemming was accorded a vote of thanks.

### Thames Valley

PRESENTATION TO THE ASSOCIATION.—The annual dinner and dance of the Thames Valley Pharmacists' Association was held at the restaurant Frascati, London, on February 23. Four councillors of the Pharmaceutical Society (Mrs. J. K. Irvine and Messrs. Howells, Wells and J. C. Young) were amongst the two hundred guests received by the president (Mr. F. G. Davis) and Mrs. Davis. Mr. E. C. Cripps (chairman, Reading Branch of the Pharmaceutical Society) gave the toast "The Association," his theme being the growth of the "get-together" spirit in pharmacy, the part played in this by members of the Thames Valley Association, past and present, and the value of individualism in the craft. In his reply Mr. F. G. Davis said events had happened in the past year that would have a far-reaching effect in pharmacy, but he felt convinced that the Society's Council was working quietly but effectively for the good of pharmacy as a whole. The Association had been considering the question of post-graduate lectures, and he warned the Dean of the Society's College (Mr. Berry) that he would probably be hearing from them on that subject. Mr. Davis made reference to the loss sustained in the death of Mr. Alfred Higgs, and concluded by paying tribute to the secretary (Mr. Harrison), the social secretary (Miss E. M. Robertson) and to Mr. Leonard Higgs. Mr. Higgs then asked the acceptance by the Association, in memory of his father, of a presidential gavel and block (the outfit is of lignum vitæ and bears the inscription:—"To the memory of Alfred Higgs, J.P., first president of the T.V.P.A., presented by his son Leonard, February 1938.") On behalf of the Association the president thanked Mr. Higgs. Afterwards Mrs Davis drew for fifteen gifts, presented by Captain Barclay, to ladies in the company. Four further prizes were given during the evening in connexion with a Benevolent Fund allocation and four more went to "spot" dance winners.

Among others present were:—Mr. and Mrs. H. Berry, Dr. Crawford, Mr. George Tocher, Mr. Peter Irvine, Mr. Martin Daniels, Mr. Gwilym Thomas, Mr. and Mrs. G. J. Pretty, Mr. E. Neville Browne, and Messrs. Tims, Dewey, Slade, Harrison and Hart.

### Welsh Notes

#### Cardiff

SUMMER CLOSING TIMES.—An open meeting of the local branch of the National Pharmaceutical Union was held on March 1 to consider a proposal to close all pharmacies at 7.30 p.m. on Mondays, Tuesdays and Thursdays during the months of June, July, August and September.

PROTEST TO CITY COUNCIL.—The annual meeting of the Cardiff Branch of the Pharmaceutical Society took place on February 24. The following officers were elected:—President, Mr. G. Holley; Vice-President, Mr. L. Livsey; Treasurer, Mr. O. Jenkins; Secretary, Mr. F. J. A. Edwards; Assistant Secretary, Mr. A. L. Davies. Mr. J. Reynolds was appointed manager of the "J. D." Benevolent Fund in place of its founder (the late Mr. J. D. Jenkins). Messrs. A. L. Davies, L. Livsey and the president, *ex officio*, were elected as delegates to the Chamber of Trade. It was proposed that the local branch, together with the local branch of the National Pharmaceutical Union, approach the City Council and ask them to retransfer to the police (from the Sanitary Department) the enforcement of the Shops Hours Act, as the laxity in enforcing this Act was a disgrace. The explanation offered by the sanitary officials was that they had all they could do to carry out their legitimate job and could not find time to deal with shop closing.

#### Anglesey, N. Carnarvon and Colwyn Bay

ELECTION OF OFFICERS, RHYL.—The annual meeting of the Rhyl and District Branch of the Pharmaceutical Society was held on February 14. Mr. C. R. Dixon, Abergele, presiding. The following officers were elected:—President, Mr. C. R. Dixon, Abergele; Vice-President, Mr. W. E. Pritchard, Prestatyn; Treasurer, Mr. T. E. Hughes, Prestatyn; Secretary, Mr. H. Crabbe Davies, Rhyl; Committee, Messrs. Garner, James, Miss Dixon, Messrs. Goronwy Jones, Anwyl, Howells, all of Rhyl; Mr. Lloyd Owen, Rhuddlan, and Mr. D. Morris, Denbigh.

REPLIES TO A QUESTIONNAIRE.—The Anglesey, North Carnarvonshire and Colwyn Bay Branch of the Pharmaceutical Society

met at Conway on February 16, the chairman (Mr. H. Rogers Jones) presiding. Mr. Gwilym Hughes, Conway, who organised the recent Branch dance at Colwyn Bay in aid of the Benevolent Fund, presented his financial statement, showing that £12 had been handed over to the fund. Mr. Hughes was complimented and thanked. Acknowledging, he said mention should be made of support given by members who, being unable to attend, had taken subscription tickets. The secretary reported that sixty-six members out of 140 had returned a questionnaire sent out in connexion with a proposed air-raid precautions scheme, sixty-five being in favour of attending instruction classes. He was asked to inform headquarters, suggesting the most convenient times and places for classes. The meeting was favourably impressed with a scheme for propaganda on behalf of pharmacists as operated by the Huddersfield Branch, particulars of which had been supplied by headquarters, and the secretary was asked to investigate whether it was possible for the Branch to carry out a similar scheme.

### Irish Notes

#### Pharmaceutical Society of Ireland

A special meeting of the Council of the Pharmaceutical Society of Ireland was held on February 25 for the purpose of making nominations for the Senate election. Mr. B. P. Hickey, the president, was in the chair and other members of the Council present were Messrs. P. C. Cahill, F. J. Fitzpatrick, T. C. Scott, J. Gleeson, D. W. P. Boyd, F. J. O'Rourke, J. Duggan, and Miss F. M. Flood. The following motion proposed by THE PRESIDENT, and seconded by MR. J. GLEESON was carried unanimously: "That Messrs. Patrick Columbia Cahill, vice-president of the Pharmaceutical Society of Ireland, and James Joseph Kerr, registrar of the Pharmaceutical Society of Ireland, be nominated as candidates for the forthcoming Seanad Eireann election, and that the Seal of the Society be affixed to the resolution and to the Nomination Form." This was the only business before the meeting.

#### Dublin

DRUG TRADE STRIKE.—The drug trade strike in Dublin continues without immediate prospect of settlement. City chemists, most of whom had ample stocks, are not yet suffering great inconvenience, but country chemists who obtained most of their supplies from Dublin wholesalers are now out of stock of many lines. In several areas where local associations affiliated to the Irish Drug Association are active, members are helping each other out. An application by the wholesalers affected for a general permit to be allowed to supply biological products in urgent cases has not been granted. Following the breakdown of the recent conference the employers, all of whom are members of the Wholesale Section of the Irish Drug Association, issued a statement which included the following points: The announcement that the offer of an increase of 3s. 6d. a week for adult male workers and 1s. 6d a week for youths had been rejected by the workers conveys little information to the public of the actual position. This new offer means that adult male labour in the drug trade would be paid according to a wage scale ranging from 57s. 6d. to 67s. 6d. a week. The wage scale for boys (14 to 18 years) would have been brought up to 15s. 6d. to 26s. 6d. a week, and the scale for youths (18 to 21 years) up to 30s. 6d. to 46s. 6d. In the present position of the drug trade any considerable increases in the prices of drugs and proprietaries, all of which would immediately have to be passed on to the chemist and the public. The strikers object to the proposal to set up a Conciliation Board on the ground that such means of negotiation entails long delays.

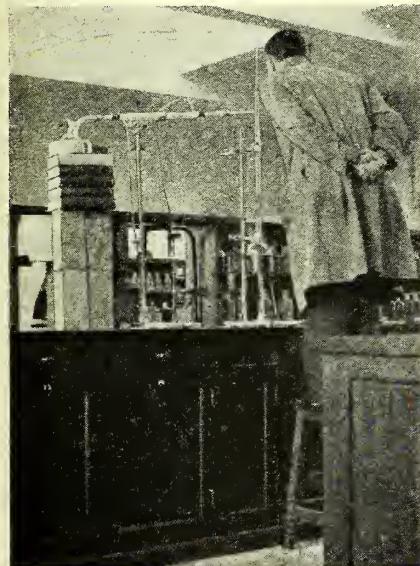
#### Miscellaneous

FIRE.—An outbreak of fire occurred at the premises of Mr. H. A. Kyle, Ph.C., Market Street, Omagh, on February 27. Little damage was done.

BUSINESS CHANGE.—Mr. John P. Kissane, M.P.S.I., is opening a new pharmacy at 54 and 55 Main Street, Tipperary, directly opposite his existing premises.



**LEICESTER REUNION** (Report, page 258)—Group includes: standing, Messrs. K. Holmes and S. Squires; Mrs. F. Drewery; Mr. and Mrs. F. Purse; Mr. R. R. Bennett; Mr. L. Kershaw; Mrs. and Mr. W. Oram; Messrs. C. Gunn, E. Balmforth and F. Drewery. Seated, Miss L. Kay; the Mesdames Kershaw, Gunn and Holmes.

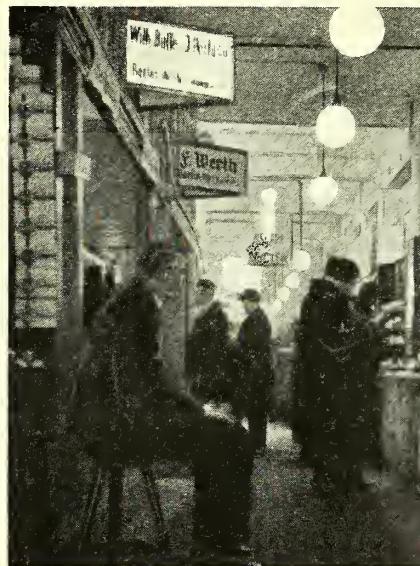


(Left of page, above) **UPLIFT IN PHARMACY?**—Students in Chemist and Druggist course, University College, Nottingham, use the B.P. in a new variation on the theme "books that have helped me".

## News in Pictures



(Below) **LEIPZIG FAIR**—The Spring Fair is from March 6 to 14. Picture shows perfumery and pharmaceutical section of an earlier Fair.



**GOLDEN WEDDING**—Mr. and Mrs. Cornelius Bayley, Uppingham, who celebrated the fiftieth anniversary of their wedding on February 15 (See C. & D. February 19, p. 213).



**BRANCH CHAIRMAN**—Mr. J. McBryde, recently elected Chairman, Colchester and District Branch, Pharmaceutical Society.

(Above) **AIR RAID PRECAUTIONS**—Pharmacists from Preston and District receiving instruction in anti-gas measures from the Chief Constable of Lancashire.

PHARMACIST'S LECTURE.—Mr. Herbert A. Johnston, M.P.S.I., Larne, gave a lecture on "Pharmacy Through the Ages" to the local debating society on February 16.

GOLF.—The Irish Chemists' Golfing Society at its annual meeting in Dublin recently unanimously elected the secretary (Mr. Tony Roche, M.P.S.I., Donnybrook) *Captain* for 1938. Mr. Roche agreed to fill both offices. Mr. P. D. Larkin, Drogheda, was elected *Vice-Captain*, and Mr. R. B. Bates unanimously re-elected *Treasurer*. The annual three-day tournament of the Society will be held this year at Ballybunion, co. Kerry, on May 30 and 31 and June 1. This is the first visit of the Society to the Kerry links, and during the tournament it is hoped to enrol many more members from the South.

DANGEROUS DRUGS ACTS.—The "Belfast Gazette" of February 25 notifies that the Minister of Home Affairs has suspended until further order the operation of the notice of the withdrawal of the authorisation from Thomas Sandford, Ph.C., Newtownards, to be in possession of raw opium, coca leaves, and Indian hemp, or to manufacture any extract or tincture of Indian hemp, or any preparations to which Part III of the Dangerous Drugs Act, 1920, applies, or to carry on the business of retailing, dispensing, or compounding the products or preparations to which Part III applies. The original Order withdrawing the authorisation of Mr. Sandford was dated April 27, 1931, and Mr. Sandford having applied to have the authorisation restored to him, this has now been done under date February 22.

## Topical Reflections

By Xrayser

### Trade Organisation Scheme

You have given your readers ample material for hard thinking in your issue of February 26. First in importance comes the report of the Retail Trades Conference, which sent me back to the events of the year 1919. At that time there was a tendency to overlapping between Whitley Councils, which were voluntary bodies, and Trade Boards, which had statutory powers. Although warnings of what might be imposed on any trade had been given, the Council of the Pharmaceutical Society was apparently taken by surprise when, in March of that year, the Ministry of Labour called a conference similar to the one that has now reported. On March 25 and 26 the Council held specially convened meetings, at which two of the four resolutions passed were to the effect that a Trade Board would be unsuitable to the conditions obtaining in pharmacy; and it unsuccessfully attempted to promote the establishment of an Industrial Council. On April 23 the Local Associations Executive held a delegates' conference in London at which Sir William Glyn-Jones, who had been sent by the Council to the Ministry's conference of the previous month, made a comprehensive statement. He explained that the chairman of the March conference contemplated a distributive trades Trade Board of 300, nominated by the Government, and "with such a representation as you can imagine pharmacy would get on it." Further, the chairman, vice-chairman and one other member were to be appointed by the Government from outside the trades, with the consequence that when there was a deadlock the decision would rest with these three nominees. I see that the Distributive Council now proposed—it is not clear in what respect or respects it will differ from a Trade Board—is to consist of not more than eighty members. This is certainly a reduction on the proposed 300 of 1919; but even so, I question whether, so far as the scheme has gone, pharmacy stands much chance of exercising an effective share in the functioning of the proposed body. One of the early results of the excursions and alarms of nineteen years ago was that the Scottish Pharmaceutical Federation came into being, several months before the formation of the National Pharmaceutical Union. Reading between the lines, I long ago formed the conclusion that the pleadings in the Jenkins test case of 1920 were drawn up in the form dictated by the threat of a Trade Board or its equivalent being imposed on pharmacy, and that in other circumstances, or with better foresight, a more satisfactory action would have been arranged.

## Scottish Notes

### Miscellaneous

AIR-RAID RISKS.—The Scottish Distributive Trades Federation is recommending all organisations representing retail shop-keeping trades, as well as manufacturers, to urge upon the Government their duty to deal with the question of air-raid risks and to make known their intentions as to how such loss is to be met.

DISTRIBUTIVE TRADES PROPOSALS.—Recommendations have been forwarded to the Minister of Labour in connexion with the proposal for the regulation of wages and hours of workers in shops in Scotland. The Scottish Pharmaceutical Federation was among the employers' organisations represented at the conference. The proposals made are on similar lines to the English recommendations, details of which were given in the *C. & D.*, February 26, p. 243.

GOLF CLUB DINNER.—The annual dinner of the Blandfield Golf Club, which is identified with Messrs. T. & H. Smith, Ltd., was held in the Grand Restaurant, Edinburgh, on February 23. A company of fifty, including representatives from the "28" Club, Edinburgh Chemists' Golf Club, Mackenzie & Moncur's Golf Club, Chiene & Tait's Golf Club, and Accessories, Ltd., Golf Club, enjoyed a programme of music. Mr. H. Stout, Ph.C., captain of the club, presided. Dr. J. Tait proposed the health of the Blandfield Golf Club, to which the captain replied.

### The N.P.U. May Take a Hand

This problem leads to another important subject raised in your last week's issue, the suggested modification of the basis of membership of the National Pharmaceutical Union. On any proposal to set up a Retail Distributive Trades Council taking shape, the N.P.U., through its Executive, will naturally have something to say; and the question arises whether, meanwhile, the type of membership of the Union should remain as it is or whether its scope should be widened to include, as suggested on p. 255 (and previously on p. 202), "all pharmacists." I have no inner knowledge of the deliberations of the Executive, but I suppose that, for obvious reasons, this scheme for a Retail Distributive Trades Council rules out the possibility of assistants, even if they are pharmacists, joining the Union. The pros and cons of a gain in strength by the addition of pharmacists who are not engaged in retail businesses will need thorough discussion. The classes of persons eligible should be accurately defined, and should, I think, not include anyone in Government or other public service. I believe that the annual Conference of the Union's delegates takes place about the end of the present month, and if so there will be an early opportunity for a suitable resolution to be submitted.

### British Industries Fair, 1938

Your annual illustrated account of the British Industries Fair is always welcome as a guide to what the manufacturing houses are showing; and I can readily believe that your editorial staff tramps collectively a good many miles in search of this information. I remember penetrating deeply into Dockland on one occasion during the war of 1914-18, when the Fair was held in premises that looked like sheds: it is now much better housed and is more accessible. I am sorry to notice that the old trouble of placing the various sections seems to be as far from a remedy as ever. I have heard, more than once, of concerns which have been obliged to decline offers of space on the ground that the positions indicated would have involved total misrepresentation of their scope and type of business. The young civil servants with whom applicants for space negotiate on these annual occasions are the pink of courtesy, but do they really care to whom the spaces are let? The demonstrations of musical instruments to which you refer have, no doubt, to be accepted. Some of the instruments, however, might well be provided with something in the nature of a silencer.

## Legal Reports

**Dangerous Drugs Act Case.**—At Ayr Sheriff Court, on February 23, Mr. Martin Meldrum, Ph.C., Monument Road, was charged with contravention of the Dangerous Drugs Regulations, 1937, and the Dangerous Drugs Act, 1920. He admitted that on February 15, in his shop at 7 Burns Statue Square, Ayr, he failed to keep drugs or preparations in a locked receptacle which could be opened only by him or by an assistant who was a qualified pharmacist. According to evidence, when the police visited the shop they found the cupboard containing the drugs with a key in the lock. The chemist was out for lunch, and there was no qualified pharmacist in the shop. For the defence it was stated that the offence was a technical one, and had no relation to the purpose of the Act, which was to stop the sale of drugs to addicts. The cupboard was not accessible to customers or unauthorised persons. Dismissing the case with an admonition, Sheriff Menzies said there seemed to be no real intention to do what the Act was apparently designed to prevent.

**Ownership of a Patent.**—In the Chancery Division of the High Court, on February 25, before Mr. Justice Simonds, British Cellophane, Ltd., applied to be registered as the legal owners of the letters patent dated January 3, 1927, granted to Du Pont Cellophane Co., Inc., an American company, on the ground that the company had been dissolved and had ceased to exist. Mr. G. W. Tookey, who appeared for British Cellophane, Ltd., said the application was brought to meet a situation which had arisen through the company which originally owned the patent having become dissolved after it had agreed to assign the patent, but before it had actually perfected the legal assignment. There was no opposition to the order and the Registrar of Patents did not propose to take any part in the proceedings. His lordship made a vesting order as asked and ordered rectification of the Register by inserting the name of the applicants as owners of the patent.

**Breach of Warranty.**—Alleging that she contracted dermatitis through using a depilatory powder on her face, Miss Esther Schneider, Hackney, London, N., claimed damages against Boots Cash Chemists (Southern), Ltd., and James & Co., manufacturers, Caledonian Road, N., before Mr. Justice Hawke and a common jury in the King's Bench Division of the High Court, London, on February 23. Plaintiff's case was that when she bought a box of James' depilatory powder from Messrs. Boots' Aldgate shop in June 1936, the assistant guaranteed it was quite satisfactory and would cause no trouble. Previously, she had bought a box from another branch which was not effective. Messrs. Boots' defence was that they sold the powder in the same condition as supplied by Messrs. James, the manufacturers. They denied they gave any warranty. Messrs. James denied negligence and alleged that the plaintiff was negligent in not applying the powder according to the directions. Giving evidence, Miss Schneider said she had used the powder for thirty years. On this occasion it burned her face and set up dermatitis, which also affected her teeth. Cross-examined, she denied there was any leaflet containing directions for the use of the powder wrapped round the box. Mr. Scott Henderson (for Messrs. James): Did you know there might be irritation if the powder were left on too long?—No. I never read that, and had no occasion to think it. Assistants at Messrs. Boots' shop in Aldgate denied that any warranty was given to the plaintiff. They said that the powder was always sold with a wrapper containing directions. Miss M. E. Bertorli, joint proprietor of James & Co., said she and her sisters carried on the business. She mixed the depilatory powder, which, before the new poisons regulations of May, 1936, contained barium sulphide. Strontium sulphide was substituted and no complaint of any trouble, apart from the present case, had been made. The ingredients—starch, lime and strontium sulphide—were mixed by a patent mixer. Every care was taken. The jury found no negligence against James & Co., Caledonian Road, manufacturers of the powder, for whom judgment was entered with costs. Mr. Justice Hawke entered judgment against Messrs. Boots for £465 for breach of warranty in respect of the sale, and costs.

**p-HYDROXYBENZOIC ACID.**—Details forming the basis of a qualitative test for the detection of *p*-hydroxybenzoic acid in the presence of salicylic acid (*o*-hydroxybenzoic acid) are given in a paper by S. G. Stevenson read recently before the Society of Public Analysts.

## "C. & D." Retail Price List

THE drug index for February shows no appreciable change, being again 154.3. This is the third month in succession in which no change has been recorded. The figure for the corresponding month in 1937 was 151.0. In surgical dressings it is more usual to find that for three or four months at a time prices do not change; the index for February remains at 138.0. The chief changes affecting selling prices are set out below:—

Cost d. per	Drugs and Chemicals	Selling Price			
		16 oz. s. d.	4 oz. s. d.	1 oz. s. d.	1 dr. s. d.
120 lb.	Agar (shredded) .. ..	—	4 5	1 3	—
120 lb.	Agar pulvis .. ..	—	4 5	1 3	—
72 each	Auri chloridum (15 gr. tubes) ..	each	9 0	—	—
36 oz.	Carbromalum .. ..	—	—	5 3	0 9
84 lb.	Ext. thymi. liq. .. ..	—	3 0	0 10	0 2
16 oz.	Guaiacol. carbonas .. ..	—	—	2 4	0 4
23 oz.	Ol. limonis .. ..	—	—	3 5	0 7
21 oz.	Ol. limonis (Messina) .. ..	—	—	3 1	0 6
28 oz.	Sulphonal .. .. R only	—	—	4 1	0 7

## New Books

**E. G. V. Runting.**—*Practical Chiropody*. 5s. Faber & Faber, Ltd., 24 Russell Square, London, W.C.1. [Coming as he does into daily contact with customers suffering from foot ailments, the chemist would undoubtedly benefit from some knowledge of chiropodial technique. The correct and facile use of the scalpel can only be acquired after years of diligent practice, but much can be gleaned of chiropodists' methods by a perusal of this little book. It does not differ substantially from the previous edition, but the opportunity has been taken of making alterations and additions in accordance with current practice. It has behind it the experience and learning of one of our leading chiropodists. It is used as a text-book in the majority of schools.]

**Westwood, Bryan & Norman.**—*Smaller Retail Shops*. 12½ in. by 9 in. Pp. 120. 10s. 6d. The Architectural Press, 9 Queen Anne's Gate, Westminster, London, S.W.1. [The necessity for intelligent planning in shop design has been made more apparent, rather than lessened, by the introduction of new materials and finishes, almost beyond count. Basically, the considerations governing the design of shop fronts and interiors are common to all classes of shops and to this extent the volume will prove itself invaluable to architects, and to shopkeepers themselves, who are the ultimate arbiters. The authors (presumably architects) have gathered together an imposing array of examples of modern shop fronts from nearly all trades, and have illustrated the text lavishly with diagrams of many of the details described. The chapter headings, which include sites and site values, windows, blinds, signs, pavement lights, fixtures and fittings, floor and wall coverings, lighting and heating, give an excellent impression of the scope of the work. Each is dealt with practically and specifically, as having importance in the scheme of things, and text and illustrations keep pace in a degree not always achieved in works of this character. Printing, typography and paper are of the high order to be expected from the Architectural Press. It is, however, regrettable that the business of chemist and druggist receives such scanty mention. There are but two pharmacies illustrated, one in Amsterdam and the other part of a parade of shops in Finland, and neither is specially suitable for imitation in this country. The text suggests that the subject has been outside the experience of the authors. Thus, in a table of "Window-Data" for various trades, pharmacy finds no place, while in a chapter on Shop Types, illustrated with scale plans, the specification for a pharmacy includes "glazed balance cupboard" (is this practicable?) and concludes with the words "Chemists' business varies so much that all these figures must be used with caution." These deficiencies apart, there is little doubt that the grouping of so much specialised information and so many informative illustrations in one volume is a timely contribution towards improved design. A bibliography is included.]

## Company News

P.C. means Private Company and R.O. Registered Office

BROWN & PHILLIPS, LTD. (P.C.).—Capital £3,000. Objects: To carry on the business in fancy goods, drugs and chemicals, etc. R.O.: 64/66 High Street, Deal.

TUBEX, LTD. (P.C.).—Registered in Dublin. Capital £5,000. Objects: To manufacture tubes of tin, lead, aluminium and other metals, etc. Jeremiah B. O'Driscoll, Newtown, Nenagh, County Tipperary, director.

WILLIAM J. MILLAR & SON, LTD. (P.C.).—Registered in Edinburgh. Capital £1,500. Objects: To carry on the business of manufacturers, exporters and importers of medicines, drugs, proprietary articles, etc. R.O.: 43 Candleriggs, Glasgow, C.1.

MARINE CHEMICALS CO., LTD. (P.C.).—Capital £1,500. Objects: To carry on the business of dealers in and manufacturers of minerals, metals, chemicals, etc. The first directors are to be appointed. R.O.: 147 Grosvenor Road, Westminster, S.W.1.

LONGWORTH, ENTWISLE, LTD. (P.C.).—Capital £500. Objects: To carry on business as manufacturers of and dealers in disinfectants, deodorisers, chemicals, etc. Harry Entwistle, 82 Alexandra Road South, Manchester, 16, director. R.O.: 1 Hodson's Square, Manchester.

RIBBLE PAINTS & VARNISHES, LTD. (P.C.).—Capital £26,250. Objects: To adopt an agreement with Bruce Critchley; and to carry on the business of wholesale and retail dealers in and manufacturers of all classes of paints, distempers, varnishes, chemicals, gums, glues, etc. R.O.: Redcap Works, Accrington Road, Blackburn.

ACE PRODUCTS (MANCHESTER), LTD. (P.C.).—Capital £1,000. Objects: To adopt an agreement with John F. Ingle, and to carry on the business of manufacturers of and dealers in chemicals, drugs, etc. Tom Read Lee, 4 Ashfield Terrace, Appley Bridge, near Wigan, John F. Ingle, Briarlands Avenue, Brooklands, Ches., directors.

HAROLD WILSON & WITCO, LTD. (P.C.).—Capital £25,000. Objects: To carry on the business of manufacturers, importers and exporters of chemicals, chemical products, colours and raw materials of all kinds, etc. The first directors are Robert I. Wishnick (chairman), Harold Wilson, Thomas F. Dunn and Francis C. Howard. Solicitors: Slaughter & May, Austin Friars, E.C.2.

## Private Arrangements

**Raymond Henry Duke Musgrave**, 81 Princess Road, Moss Side, Manchester, chemist. The creditors interested were called together recently, when the statement of affairs disclosed liabilities of £628 17s. 10d., of which £528 17s. 10d. was due to the trade and £100 to cash creditors. The assets totalled £329 5s. 2d., or a deficiency of £299 12s. 8d. The creditors resolved that the cash in the hands of the accountants should be divided *pro rata* amongst the creditors, and the debtor agreed, when he obtained employment, to forward the accountants a certain sum monthly until the balance of the liabilities had been paid in full.

**Geoffrey Holland**, trading as Paramount Laboratories, 17 Hullard Street, Manchester. The creditors herein met recently at the Victoria Hotel, Manchester, when the statement of affairs showed ranking liabilities of £1,535 6s. 9d., of which £1,045 17s. 5d. was due to the trade and the balance of £489 9s. 4d. to cash creditors. There was also a fully secured creditor for £93 8s. 9d. After allowing £31 10s. for preferential claims the net assets were £78 10s., or a deficiency of £1,456 16s. 9d. A deficiency account was also submitted which showed that on August 1, 1937, the debtor's capital account was in debt to the extent of £593, and since that date there had been a net loss on the trading of £191, whilst the drawings had totalled £118, and for the purposes of the statement of affairs the assets had been written down by £553. It was decided that the matter should be dealt with under a deed of assignment already executed to Mr. C. Green, whilst a committee was also appointed.

## Stock Exchange Prices

£1 shares unless otherwise stated	Dec. 31, 1937	Jan. 31, 1938	Feb. 28, 1938
	s. d.	s. d.	s. d.
Allen & Hanburys, 7% Prefd. Ord.	26 0	26 3	26 3
Amalg. Dental Co., 8% Prefd. Ord.	25 6	27 0	27 0
Deferred £1 ...	14 0	14 0	14 3
Aspro, Ltd., 5s. shares ...	16 6	16 9	16 6
Ayrton, Saunders & Co., 7½% Pref.	25 6	24 0	23 0
Beechams Pills, Deferred 5s. shares ...	58 9	55 0	54 6
Benger's Food, Ord. ...	39 6	39 6	38 6
Benzol & By-Products cum. part. Pref. ...	12 6	13 9	12 6
Berger (Lewis) & Sons, Ord. ...	56 3	56 3	55 6
Blundell Spence & Co. ...	16 3	16 3	15 7½
Boake (A.), Roberts & Co., 5% Pref.	22 0	21 3	22 0
Boots Pure Drug, Ord. 5s. shares ...	45 6	46 0	46 0
Boots Pure Drug, 7% "A" Prefd. Ord.	33 0	33 3	33 0
Boots Cash Chemists (S.), 6% "A" Prefd.	29 0	29 3	29 0
Borax Consol., Dfd. Ord. ...	27 0	29 3	26 0
Bovril, Ord. ...	26 6	26 3	27 3
Defd. ...	22 6	22 6	21 9
British Industrial Plastics (formerly British Cyanides), Ord., 2s. shares	2 7½	2 7½	2 9
British Drug Houses, The, Ord. ...	24 3	24 0	24 3
British Glues & Chemicals, 4s. Ord. ...	5 9	5 10½	5 9
British Oil and Cake Mills, Prefd. Ord.	46 6	47 3	47 6
British Oxygen, Ord. ...	82 6	79 6	77 0
British Photo. Indus., 6% Cum. Pref. ...	3 6	3 6	3 6
Burt, Boulton & Haywood, Ord. ...	20 6	21 0	20 0
Bush (W. J.) & Co., 5% Pref. £5 ...	105 0	102 6	103 9
Callard, Stewart & Watt, Ord. ...	4 6	5 0	5 0
Cooper, McDougall & Robertson, Ord. ...	33 0	33 0	32 6
Crosfield (Joseph) & Sons, 6½% Pref.	30 0	30 0	30 6
Dubarry Perfumery, Ord. is. ...	2 7½	2 9	2 3
7½% Pref. ...	22 6	22 6	22 6
Eno Proprietary, Ord. 5s. ...	6 1½	5 6	5 4½
Evans Sons Lescher & Webb, Ord. 6s. 8d. shares	5 3	5 3	6 0
" " " 6% cum. part. Pref. ...	7 9	7 9	7 9
Field (J. C. & J.), Ord. ...	23 9	23 6	23 6
Galloway (P. H.), Ord. 2s. ...	3 0	3 0	3 1½
Genatosan, Ltd., 1s. ...	26 6	26 3	26 0
Gossage (William), 6½% Pref. ...	6 4½	5 0	5 0
Greeff-Chemical H'dings, Cum. Pref. ros. ...	30 0	29 6	29 6
Griffiths Hughes (Kruschen), Ord. 5s. ...	9 6	10 0	10 0
Grout & Co., Ord. ...	15 0	15 6	13 3
Hodders, Ord. is. ...	13 0	12 0	11 10½
Ilford, Ltd., Ord. ...	0 9	0 9	0 9
6% Pref. ...	28 9	27 6	27 6
Imperial Chemical, 7% Pref. ...	25 6	25 0	25 9
Ords. ...	33 6	33 6	31 6
35 0	33 1½	29 9	
Intern. Sponge Importers, 6% Pref. ...	7 3	7 0	6 3
Knight (John), 25% Prefd. Ord. ...	100 0	98 9	97 6
Laporte (B.) & Co., Ltd., Ord. ...	90 0	92 6	90 0
Lever Bros., Ltd., 7% Pref. ...	31 3	31 9	31 1½
" " 8% Pref. ...	33 3	33 0	32 9
" " 20% Prefd. Ord. 5s. ...	21 0	20 7½	20 0
Lewis & Burrows, Ord. ...	24 9	22 6	23 0
6% Pref. ...	22 0	20 7½	20 7½
Liebig's Ext. of Meat, Ord. £5 ...	£15½	£15½	£15
Macleans 6% Red. Pref. ...	22 9	23 0	23 0
Mellin's Food, 6% Pref. ...	1 6	2 0	1 6
Nathan, J. (Glaxo), 7% Pref. ...	23 6	24 6	24 6
" " 8% Prefd. 10s. ...	13 0	13 0	12 6
" " Ord. is. ...	6 10½	7 3	6 6
Pears (A. & F.), 5% Deb. £100 ...	£110	£109	£108½
Reckitt & Sons, Ord. ...	103 9	108 0	106 3
Sangers, Ord. 5s. ...	23 0	22 7½	22 9
" Sanitas," The Co., 9% Pref. ...	29 1½	30 3	30 0
Sanitas Trust, 10% partic. Pref. ...	29 4½	29 4½	28 0
Smith (Stephen) & Co., Ord. 5s. ...	10 9	10 6	10 0
Spratt's Patent, Ord. ...	58 9	59 3	54 6
Stevenson & Howell, 6½% Cum. Pref. ...	25 0	25 0	24 0
United Glass Bottle Man., Ord. ...	49 6	49 0	49 6
Veno Drug Co., 8% Pref. ...	24 9	25 6	25 3
Virol, Ltd., Ord. ...	31 3	30 0	30 0
7% Pref. ...	24 0	24 0	23 9
White (A. J.), Ltd., Ord. 10s. ...	18 6	18 3	17 6
White (Timothy) & Taylors, 7½% Pref. ...	29 9	29 6	29 6
Woodlands' Chemists, Ord. 5s. ...	26 6	26 3	25 3
Wright, Layman & Umney (1932), 7% cum. Pref. ...	1 0	0 9	0 9
	24 0	23 9	23 0

# Liverpool Chemists' Activities

## National Pharmaceutical Union Meeting

At a meeting of the Liverpool Branch of the N.P.U., recently, Mr. W. J. Tristram in the chair, Mr. T. Heseltine gave an address on "What the N.P.U. Means to You." Mr. Heseltine referred to himself as a substitute for Mr. Bryan, who was to have introduced the subject, and went on to congratulate the Branch on having Mr. Tristram as a member. The Chemists' Friends scheme, he said, was one on which he built hopes that it would mean a great deal to pharmacy in the years to come. They on the Executive were not satisfied with its progress, but were encouraged by the fact that upwards of eighty members had already been enrolled. The Union had recently sent a deputation to the Ethical Proprietaries Association, but were told the old story that their goods were only sold through chemists and doctors; they also regarded the £50 payment as a bar. The £50 question was to be brought up at the next meeting, and he would like to see it discontinued and a yearly member's subscription substituted. Speaking of National Health Insurance affairs, he reminded his hearers that every member of the Executive was on the Panel, and was equally anxious for better terms, but they should realise that the N.P.U. was only the negotiating body. Discounting had been accepted by pharmaceutical committees before being accepted by the Union. It was bad, but not so bad as painted. Actual results from 1926 to 1936 (when the N.P.U. became the negotiating body) were: Total drug fund, £20,314,585; chemists' bill, £19,979,185; surplus, £335,400. That was the result of ten years' management of the funds by the N.P.U. Chemists who had been in business for ten or twelve years had lost nothing by the discounting clause; those who came along later had lost money, but he suggested it was not a big amount individually. On a bill of £20,000,000 there had been a shortage of £26,000. The N.P.U. had seventeen years of progress behind it and claimed to give full value for money. Anybody who doubted this claim should ask his local insurance agent to quote him for a policy to cover public liability such as falling signs, damage from cycling errand boys, radiator burns, etc. As indemnity a sum of £3,119 had been paid out. The clearing house had saved members £6,250; members who made use of it saved £4 5s. per week on an average. A vote of thanks was proposed by Mr. G. L. Clubb and seconded by Mr. M. S. Hughes.

## Chemists' Association Dinner

THE Society's "hush-hush" policy was criticised by Mr. John Rae (president, Liverpool Chemists' Association) at the Association's eighty-eighth annual dinner on February 23. Proposing "The Pharmaceutical Society," Mr. Rae said that while possibly they in Liverpool did not always agree with all that the Council of the Society did or did not do, they were proud of the Society and had been amongst its most loyal members. That, he thought, was due in no small measure to the fact that since 1890 a Liverpool pharmacist had been on the Council of the Society. He instanced Mr. A. C. Abram, followed by the late Dr. Symes, followed in turn by Mr. L. Moreton Parry, who had been a member of the Council for twenty-four years and had also been its president. This year the Association had forwarded to the Benevolent Fund the sum of £109; they had also received a contribution from the Conference stewards' dinner, while many friends, both wholesale and retail, had devoted the returned portion of their Conference donations towards the Fund. The Society, he went on, was shortly to build a palatial new headquarters in Brunswick Square, London. That new home was necessary, he thought they would all agree, but he hoped this magnificent building would not produce a too "high-and-mighty" policy on the part of the Council and officials. Members in the provinces felt that the Society might adopt little less of the "hush-hush" policy. Reports of the Council proceedings as published in the journals were extremely meagre.

### VICE-PRESIDENT REPLIES

Responding to the toast, Mr. Thomas Guthrie (vice-president of the Society) said there was nothing really in the mild criticism which Mr. Rae had offered on

the action, or inaction, of the Council. He referred to the meeting of the Conference in Liverpool, and hoped that Scotland would have the opportunity of returning Liverpool's warm welcome in some measure at Edinburgh. He could hardly imagine what the Council would do without Mr. Parry. Although they did not always agree with him, they did know he was most anxious to do the right thing to further the cause of the Society. On the question of "hush-hush" policy, their councillors were like the directors of a company who, for good reasons of policy, could not always divulge in public certain phases of their work. He did not think the Society's Council was more given to a "hush-hush" policy than was dictated by prudence. There was so much criticism on this point that the Council went as far as it could with safety. He was certainly not one of those who desired to prevent anything coming out to members which ought to come out. Proposing "The City of Liverpool," Mr. W. W. Humphreys (vice-president of the Association) claimed that pharmacists played an important part in maintaining the health of the community. In reply, the Lord Mayor said it was the duty of pharmacists to speak well of Liverpool, for it was a partner with them by supplying water, which represented about 75 per cent. of every prescription. (Laughter.) Miss E. Dobie (pharmacist at Birkenhead General Hospital), proposing "Our Guests," felt that it would be a good thing if all the local pharmaceutical societies could combine in one great Merseyside association. Responding, Professor Henry Cohen (Liverpool University) said that until comparatively recently the two professions of medicine and pharmacy pursued rather different paths. It was recorded in the Great Plague of 1665, at the time when apothecaries and physicians were enemies, that the apothecaries stayed in London whilst the physicians fled. Since that time pharmacists had gone up in physicians' estimation, whilst the physicians had probably gone down in the pharmacists'. Mr. C. W. Hobson (vice-chairman, National Pharmaceutical Union) also responded. He said the Executive of the Union was a body of hard-working business men who had nothing to do with the ethical side of pharmacy. He thought they would agree with him that the business side was the part which helped to pay the rates and taxes. The N.H.I. question was one of the biggest problems they had to tackle at the present moment, but he could assure them that they were doing everything in their power to satisfy pharmacists throughout the country. A toast to the chairman was proposed by the Lord Mayor. Dancing followed in the Adelphi ballroom.

Among others present were the presidents of the Birkenhead, Wallasey, Southport, and Waterloo, Seaforth and Crosby Pharmacists' Associations (Messrs. P. Grant, H. C. Tristram, Meachim and Allen Jones), Mr. Gill Hodgson (clerk to the Liverpool Insurance Committee), Mr. L. Moreton Parry (a member of the Society's Council), and Mr. W. J. Tristram (a member of the N.P.U. Executive).

## Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist and Druggist,' 28 Essex Street, London, W.C.2."

### QUALITATIVE ANALYSIS

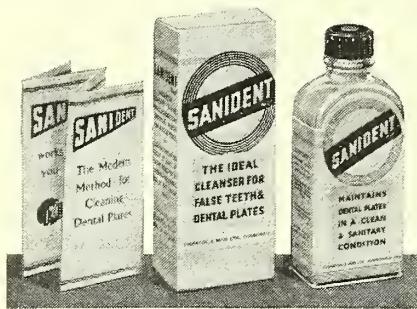
THE fifth exercise in the current analytical tournament will consist of a mixture of not more than three salts. General particulars relating to this exercise are exactly on the lines of the opening exercise of the tournament series as detailed in our issue of November 13 (p. 563). Intending participants are referred to the announcement there printed.

Applications for portions of the mixture of salts (accompanied by a stamped and addressed envelope, not merely a stamp, will be received up to Tuesday, March 8, on which day the samples will be posted. Students' reports will be received up to Saturday, March 19.

**WISDOM FOR THE MILLION.**—"Obstinate blackheads should be bathed with a lotion composed of 30 minims of magnesia carbonate and 30 minims of zinc oxide, dissolved in 2 fluid ozs. of rose water."—From "Julia Mont Replies" in the "Daily Record and Mail."

# Trade Notes

**SANIDENT DENTURE CLEANSERS.**—Illustrated on this page is a specimen packing of an improved Sanident which is intended for use as a denture cleanser. Showcards are available, and there is a special offer concerning which full details are sent to any chemist on application. Sanident is made by Thornton & Ross, Ltd., Linthwaite, Huddersfield.



Cheshire, advertise Easter novelties in our advertisement pages and offer an illustrated list on application. Further details may be obtained from Messrs. Vinolia.

**ADVERTISING PRACTICE.**—The Proprietary Association of Great Britain, 43 Gordon Square, London, W.C.1, have issued "The Rules and Code of Standards of Advertising Practice" which have recently been adopted by the Association. In addition, a list of members has also been issued.

**SUN GOGGLES.**—Attention is directed in this issue by Merx Optical Co., Ltd., 67-8 Hatton Garden, London, E.C.1, to Eyetex sun goggles, which are intended for use in all outdoor activities. The curved Crookes lenses are constructed to subdue glare and reflected light. The sides are adjustable and are issued in assorted colours. They are packed in assorted display boxes. Other useful eyeglasses, including Eyetex fitover, which converts ordinary spectacles into sun goggles, are also quoted. An illustrated price list is obtainable on application, and supplies may be obtained from the leading wholesale houses. Inquiries for wholesale and export only may be directed to the manufacturers, whose address is given above.

**PLASTRODINE BONUS OFFER.**—The Duke Pharmaceutical Co., Ltd., 123 Duke Street, Liverpool 1, make a bonus offer of Plastrodine during March.

**ADHESIVE GAUZE.**—A new adhesive gauze has recently been introduced with the trade name Gauzband by Fassett & Johnson, Ltd., 86 Clerkenwell Road, London, E.C.1. This material is a pure white sterilised gauze impregnated with a substance which renders it adhesive to itself only; it does not adhere to the skin. It has also been treated with an antiseptic, and thus has germicidal properties by which it is kept sterile and may be applied direct to wounds, etc. It is issued in one inch width in lengths of 2, 5 and 15 yards. We are informed that wider sizes will be issued in future. Display material will be supplied to chemists on application.

**PRESTOBAND.**—A new self-adhesive bandage has been introduced by Vernon & Co., Ltd., Preston, who supply through the



**NEW PRICES.**—Schering, Ltd., 185-192 High Holborn, London, W.C.1, announce in our advertisement pages the new prices for Proluton and Testoviron. New packings for the latter-named product are 10 mgm. boxes of four ampoules and 25 mgm. boxes of two ampoules.

## Recent Research

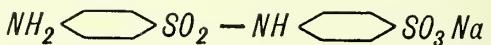
### Caryophyllene

THE structure of this interesting sesquiterpene has not, so far, been satisfactorily settled. The formula which has hitherto been tentatively accepted is one due to Ruzicka and his pupils, containing a six and a four carbon ring. But this formula does not quite satisfy Ruzicka as certain reactions of the sesquiterpene do not appear to fit in with it. Dr. Rydon, in a purely speculative communication without experimental details ("Chemistry and Industry," 1938, 123) states that as the work of St. Pfaw and Platenev on the azulenes has demonstrated the presence of seven carbon-rings in the azulene-yielding sesquiterpenes it follows that the ideas as to the structure of other sesquiterpenes need no longer be restricted to formulas containing rings of six-carbon atoms or less. Dr. Rydon suggests a seven-carbon ring as being present in caryophyllene, would better explain the caryophyllene reactions, although this does not successfully explain all the reactions. He concludes. "It is evident that further degradative work, directed towards ascertaining the size of the second ring, is necessary for the satisfactory solution of the caryophyllene problems: such work is in hand in this country."

### Treatment of Distemper

WHAT appears to be the first chemical compound exerting a definite therapeutic effect in an infection caused by a filtrable virus is described in a report of researches carried out in America by Drs. A. R. Dochez and C. A. Slantez in "Science," February 11, 1938, p. 142. The substance, which is sodium sulphanyl sulphonate, has been used in connexion with investigations on the treatment of canine distemper. It

is described as a white crystalline substance, which is freely soluble in water, is neutral in reaction and has the following structural formula:—



The compound is readily absorbed from the gastro-intestinal tract, and has been shown to possess a low toxicity for small animals in doses equivalent to 1 gm. per kgm. of body weight. Ferrets, rabbits and cats have been given 1 gm. daily during two weeks, and have shown no loss of weight or appetite, or other untoward symptoms. Studies have been made of the rate of excretion of the drug, and large doses have been found to be completely excreted by dogs in twenty-four hours. Remarkable therapeutic effects from the compound when given orally have been noticed in ferrets infected with the canine distemper virus. When given within the incubation period, the substance prevents development of the disease, and when given after the first rising temperature and appearance of symptoms, it cures the animals. The drug is equally active whether dried living distemper vaccine virus is used for infection of the experimental animals or whether fresh virus-containing filtrate obtained from dogs suffering from the disease has been used. Secondary bacterial infection may destroy the therapeutic effect of the substance. Clinical trials over a short time on dogs suffering from spontaneous distemper have been shown so far to be as successful in results as the experiment on ferrets. Following treatment with the drug, fever and other symptoms rapidly disappear and appetite is soon restored. During the experiments on dogs 1 gm. of the drug has been given twice a day. Results from the drug in cats suffering from distemper are also reported to be similar to those in canine distemper.

# Trade-Mark Applications

(From "The Trade Marks Journal," February 9, 1938)

"LEDA"; for perfumery, etc., excluding soap and teeth preparations (48). By Louis Beurrier, 28 Orange Street, London, W.C.2. 578,289.

"VITA CREAM"; for toilet creams (48). By Eugene, Ltd., 15 and 16 New Burlington Street, London, W.I. 581,278. (Associated.)

(From "The Trade Marks Journal," February 16, 1938)

"NODESTI"; for photographic chemicals, etc. (1). By Williamson, Morton & Co., Ltd., 309-316 Dobbies Loan, Glasgow, C.4. 582,617.

"MORRIVEL"; for photographic chemicals, etc. (1). By R. Morrison & Co., 60 to 66 Bishop Street, Anderston, Glasgow, C.3. 581,058.

"INO"; for disinfectant soap (2). By Gerard Bros., Ltd., Wilkinson Street, Nottingham. 578,343. (Associated.)

"FAXAID"; for all goods (3). By Halifax Industrial Society, Ltd., North Parade, Halifax, Yorks. 582,088. (Associated.)

"I-BEAM" (letter "I" disclaimed); for medicated eye lotion (3). By Melford Institute, Ltd., 2 Denman Street, London, W.I. 582,568.

"ZYGON"; for vitamin E preparations (3). By E. R. Squibb & Sons, 745 Fifth Avenue, New York, U.S.A. 576,221.

"BOXBERGER"; for laxatives and obesity medicines (3). By E. Kraft, 1 Ludwigstrasse, Bad Kissingen, Germany. B576,987.

Pharmacy sign of man's head; for hay fever preparations, etc. (3). By E. Beretz, 2 Place de l'Homme de Fer, Strasbourg, France. 581,861.

"TABESTHESIN"; for anaesthetics (3). By Novocol Chemical Manufacturing Co. of Canada, Ltd., 13 Grenville Street, Toronto, Canada. 580,032.

"SONMAX"; for gall stones preparations (3). By S. N. S. McCririck, 28 Kennedy Street, Manchester. 581,557.

"DERMLO"; for medicinal chemicals, excluding soap (3). "ENERPO"; for medicinal chemicals (3) and perfumery, etc. (48). By The Green Circle Products, Ltd., Alpine Street, Old Basford, Nottingham. 582,264, 582,703/704. (Associated.)

"CLARION"; for medicated confectionery (3). By Bristow's of Devon, Church Lane, Crediton, Devon. 582,541. (Associated.)

"SPASIT"; for surgical instruments, etc. (11). By H. Fromm, 29/31 Oxford Street, London, W.I. 582,803.

"NACHUDERM"; for surgical plastic material (11). By C. Clarke, Ltd., 16 Wigmore Street, London, W.I. 582,630.

"TRUFRUIT" label design; for alcoholic fruit extracts (43). By A. Boake, Roberts & Co., Ltd., 100 Carpenters Road, London, E.15. B582,605.

"DORCAS"; for perfumery, etc., excluding soap (48). By J. C. Martin, W. Jackson & Co., Scholes Candle Works, Jackson Square, Wigan. 578,128.

"SUUDO"; for perfumery, etc. By D. R. Collins, Ltd., 4 Whitehorse Street, London, W.I. 580,183.

"MIRAGLO" on design ("Miraglo" disclaimed); for nail preparations (48). By M. V. C. Laboratories, Inc., 4325 Harris Street, Toledo, Ohio, U.S.A. 579,452.

"CARNET DE BAL"; for perfumery, etc. (48). By Parfums Revillon, 42 rue la Boetie, Paris, France. 581,113.

"GLOVELVE"; for toilet cream (48). By W. E. E. Owens, 71 Onslow Road, Richmond, Surrey. 581,671.

"CARNATESSE"; for perfumery, etc. (48). By Wright, Layman & Umney, Ltd., 44 to 50 Southwark Street, London, S.E.1. 582,151.

"LIQUAFRICE"; for mouth washes (48). By A. U. Products, Ltd., 33/36 King William Street, London, E.C.4. 582,593.

"DUSK"; for perfume (48). By C. Draper & Co., 37 Drakefield Road, London, S.W.17. 582,695.

(From "The Trade Marks Journal," February 23, 1938)

"CARDICE" on label design with word "solid" and figure "2" ("2" disclaimed), and "CARDICE"; for solid carbon dioxide and carbon dioxide (1). By The Carbon Dioxide Co., Ltd., 663 Martins Bank Buildings, Liverpool, 2. 580,992/993. (Associated.)

Man supporting column and words "Buildings need maintenance" (words disclaimed); for photographic chemicals, etc. (1). By L. K. Sonneborn, 9 to 10 Abford House, London, S.W.1. 582,208. (Associated.)

"VULCAMEL"; for chemicals used in rubber manufacture (1). By British Dyestuffs Corporation, Ltd., Imperial Chemical House, London, S.W.1. 582,827. (Associated.)

"TON-YEX"; for agricultural, horticultural, veterinary and sanitary chemicals (2). By British Poultry Research, Ltd., 103 St. Mary's Road, Liverpool, 19. 573,913.

"INO"; for medicated soap (3). By Gerard Bros., Ltd., Wilkinson Street, Nottingham. 578,344. (Associated.)

"OPTREX"; for medicated eye lotions (3). By Samapha, Ltd., North Circular Road, London, N.W.2. 580,374. (Associated.)

# Personalities

MR. W. WALLACE PRING, M.P.S., Bromley, secretary of the West Kent Chemists' Association, has been elected president of the local chamber of commerce.

PROFESSOR W. L. BRAGG, M.A., F.R.S., Director of the National Physical Laboratory, and son of Sir William Bragg, has been appointed Cavendish Professor of Physics at Cambridge in succession to the late Lord Rutherford.

MR. S. A. ROBINSON, partner and representative of J. Robinson & Sons, cork manufacturers, Chaseley Street, London, E.4, has been elected chairman of Southend and District Section of the United Commercial Travellers' Association.

MR. F. W. SEARLE, who is retiring from his position of chief pharmacist to St. Bartholomew's Hospital, London, E.C.1, has held the appointment since 1929. He first joined the pharmaceutical staff of the hospital in 1904, immediately after qualifying, becoming chief assistant to Mr. Langford Moore in 1913. Mr. Searle is a native of Cornwall, and served his apprenticeship with Balkwill & Co., chemists, Plymouth.

# Deaths

HANBURY.—At Brockhurst, East Grinstead, suddenly, on March 1, Mr. Frederick Janson Hanbury, Ph.C., aged eighty-seven. Mr. Hanbury was the only surviving son of Cornelius Hanbury of the firm of William Allen, Hanburys & Barry, of Plough Court, Lombard Street, which afterwards became Allen & Hanburys. He was educated at the Friends School, Grove House, Tottenham, and was apprenticed to Henry Deane of Clapham, in whose pharmacy he gained a thorough insight into all phases of his calling. He was at the "Square" in 1871 and 1872, and among other school distinctions he was awarded the silver medal for herbarium. He entered the business at Plough Court in 1872; the link remained unbroken till his death, as he was then still a director of Allen & Hanburys, Ltd., although he had resigned the chairmanship of the board

in 1937. Mr. Hanbury was a botanist of distinction. His herbarium, the silver medal for which was awarded to him on the recommendation of the late Professor Robert Bentley, consisted of 700 species, a large proportion of the British flora. This nucleus he added to for over fifty years; it now numbers about 70,000 specimens. His "Flora of Kent," prepared in co-operation with the late Rev. E. S. Marshall, F.L.S., was published in 1899; he edited the eighth, ninth, tenth and eleventh editions of the "London Catalogue of British Plants." He was also a great horticulturist, and one of his great joys was to conduct visitors round his beautiful gardens at Brockhurst, described in THE CHEMIST AND DRUGGIST, 1915, II, 158; during the past few years several parties of pharmacists have enjoyed this great privilege. He was a well-known exhibitor of orchids and secured many first-class certificates and rewards of merit at the Royal Horticultural Society's shows. In 1924 he was awarded the Society's Victoria Medal of Honour, and in 1926 the Royal Academy of Sciences of Sweden bestowed on him the Elder Linnean Medal in gold, an honour seldom given. Mr. Hanbury was a Fellow of the Linnean and the Entomological Societies. He was an earnest worker in Church matters, and was churchwarden of St. Edmund King and Martyr, Lombard Street, for fifty-six years. He is survived by his second wife, by one son, Mr. F. C. Hanbury, chairman of the board of directors of Allen & Hanburys, Ltd., and three daughters.

HAYS.—On February 18, Mr. Frederick Arthur Hays, M.P.S., aged seventy-three. Mr. Hays had been in business at Pontesbury for the past three years, and prior to that at Bream, Gloucestershire.



MR. F. J. HANBURY

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## Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

B/12. Dermina reducing cream	W/23. Ketodestrin
B/12. Thermal for burns	B/26. Khyber hair wash
H/23. Diastillo nasal compound	B/13. Pinacine inhalant
	B/13.—Robot vapour-rub

THE  
**CHEMIST AND DRUGGIST**  
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### Pharmacy's Bogy Men

READERS will no doubt be interested in the report (p. 265) on the Society's "hush-hush" policy criticised by Mr. John Rae, President of the Liverpool Chemists' Association and, incidentally, a director of one of the historic pharmacies of England. It is true that the criticism was levelled in a vein appropriate to the occasion, and as Mr. Guthrie pointed out in his reply to the toast, it was really a mild criticism; but criticisms, like icebergs, carry much more below the surface than appears on the top, and there is no doubt that there was a certain degree of protest in Mr. Rae's comments in regard to the workings of the Pharmaceutical Society finances which in the main are maintained by the individual chemist. Mr. Rae expressed the hope that the magnificent building would not produce a too "high and mighty" policy on the part of the Council and officials. It would indeed be difficult to imagine any change in the policy of the Society from that which rules to-day. The chemist in business is entitled to be informed of the workings of the Society on his behalf, especially as this was one of the functions laid down in the Charter of the Pharmaceutical Society. Mr. Guthrie, at the Liverpool Chemists' Association dinner already referred to, suggested that the Society's Council was not more given to a "hush-hush" policy than was dictated by prudence.

There are several matters which no doubt would interest pharmacists, even if the question of suppression from the point of view of prudence were considered desirable. One is the position of the present permanent officials. Pharmacists would no doubt be interested to know whether there is at present afoot an agitation for a further increase in salaries at Bloomsbury Square. The Pharmaceutical Society is, of course, not a commercial undertaking and presumably does not consider the question as to the value of its servants in terms of money. In the commercial world, it is usual to do so, however, and it will be interesting to know, if chemists are permitted, whether or not the agitation for increased remuneration is accepted by the Council of the Society

without comment. Another question on which chemists no doubt would like to be informed is in regard to representation in Parliament. The Society cannot afford to pay full salary to any individual at Bloomsbury Square while representing pharmacy in the House. If the Council agree to such a suggestion, which is more or less current at the present time, then the pharmacist who contributes to the upkeep of the Society may be more than ever interested. The Parliamentary Fund may be drawn upon for this purpose, yet it is difficult to see how a person can efficiently represent pharmacy at headquarters and in the House of Commons at the same time.

Another point which may be considered under the heading of "hush-hush" is that relating to the appointment of a vice-president in May next. It is generally mooted that Mr. Thomas Marns who has so ably filled the chair at Bloomsbury Square during the past two years will not wish to continue as president; automatically Mr. Guthrie should succeed him. The interesting post to be filled, however, is that of vice-president, and the name of one councillor who on the personal side lacks nothing is freely bandied about for support in this direction. If official posts on the Council of the Pharmaceutical Society are to become merely a question of filling the position with a charming personality or with a man who will insist on some movement being made on behalf of the 24,000 pharmacists the Council represents, then there is little need to consider which of the two should be selected.

### Labouring the Obvious

IN "The Lancet" of February 19 there appeared a letter of about 1,200 words headed "Dispensing by Doctors" and written by a retired pharmacist. After an opening complimentary to that distinguished organ of medical opinion, the writer proceeded to assert, without adducing any supporting evidence, that the examinations which candidates in pharmacy are required to take are "infinitely more exacting than those now of middle age had to pass." His next paragraph began with the following the isolated sentence taken from an editorial article in *THE CHEMIST AND DRUGGIST*:

"The standard of education has raised the pharmacist far beyond the level of ordinary distributors, and the tragedy of it is that he is trained to practise a profession which at the present time cannot offer him anything but the most meagre reward."

The retired pharmacist's comment was that there was "a hopeless sound" about this sentence. We are not aware that a statement of fact on these lines conveys a message of despair; but let us glance at the profit on dispensing in general, and on National Health Insurance dispensing in particular, from an actuarial point of view. If "Cobbler" (as he signed himself) has retired, he is no doubt old enough to have read the significant article on prices for dispensing contributed to our issue of December 13, 1919, by Mr. John Netherway. Mr. Netherway showed in illustration of this subject—and his figures, so far as we are aware, have never been challenged—that a 6-oz. mixture of a familiar type should, taking into account the circumstances he postulated, bear a retail price of 3s. 3d. instead of the "haphazard" 1s. 6d. to 2s. 6d. The dispensing chemist has only to think of the sum he would receive from his local Insurance Committee for a mixture of this kind to realise the force of the sentence we have quoted. The rest of "Cobbler's" lengthy letter is hardly more than "leather and prunella." He mentions 1908, the year of the Poisons and Pharmacy Act, when the context indicates that he is thinking of 1911, the year of the first National Health Insurance Act; he states that there is "plenty of evidence" of the gradual discontinuance of dispensing by doctors; and in his final paragraph he drags in the time-worn cliché "handmaids of medicine," reinforced by the adjective "true." If he can learn to curb his exuberance and limit his subject-matter, he may be able to write something of definite value.

# Pharmaceutical Society of Great Britain

## Council Meeting

AMONG the business transacted by the Council of the Pharmaceutical Society at its meeting held at Bloomsbury Square, London, W.C., on Tuesday, March 1, were the following items:

*Correspondence*: From the Town Clerk of Glasgow informing the Society that the Corporation had had under consideration the question of the dispensing or sale of drugs and medicines by firms or persons who were not qualified chemists and, being of opinion that the duty of dispensing drugs and medicines should be a responsibility resting upon persons qualified by training and examination to perform these special duties, had resolved that the Government be asked to introduce legislation with a view to the provisions of the National Health Insurance Acts, under which all drugs and medicines are supplied to insured persons only by duly qualified pharmacists or medical practitioners, being made applicable to the dispensing of all drugs and medicines throughout the country. The Corporation had transmitted the resolution to the Secretary of State for Scotland and to the Home Secretary, and asked if it might have the support of the Society. The Council agreed that the proposals in the letter merited the fullest support of the Society and the secretary was instructed to write to the Scottish Office and the Home Office accordingly.

From Mr. A. Colegrave, who wrote as secretary of the Society of Pharmaceutical Students of University College, Nottingham, informing the Council that the formation of a National Association of Pharmaceutical Students was contemplated with the object of federating pharmaceutical students' associations and to promote the educational, social and financial interests of its members. The letter inquired what would be the views of the Council upon the formation of such an association. The secretary was instructed to reply that the Council learnt with interest of the proposal and wished the project well.

From the International Hospitals Association concerning the representation of the Society upon the United Kingdom Council of the Association. It was agreed that Messrs. Linstead, Skinner and Wycliffe Peck should continue to represent the Society upon the United Kingdom Council.

*Question by Mr. Parry*: Mr. Parry inquired whether the Committee of Inquiry would examine in all its bearings the extent to which the Society's chartered duty of protecting those who carry on the business of chemists and druggists could be and was being exercised by the Society. The president replied that the Committee of Inquiry were extending their inquiries over a very large field, and he could assure Mr. Parry that the extent of the Society's powers under the Charter in the direction indicated would be very fully examined and reported upon.

### Wednesday's Proceedings

A summer school for pharmacy in connexion with Brighton Technical College was commended at the March meeting of the Council, held at Bloomsbury Square, London, W.C., on Wednesday, March 2, Mr. T. Marns (president) in the chair.

Mr. Rowsell, in drawing the attention of the Council to the matter, described it as the most interesting part of the Education Committee's report, as follows:—

The Secretary reported the receipt of a letter from the head of the School of Pharmacy at Brighton Technical College inviting criticisms or suggestions in connexion with arrangements being made to hold in the College a summer school for pharmacists. It was suggested that the course should extend over two weeks, morning sessions only being held, although facilities would be provided for practical work in the afternoons if desired. The College playing fields would be available to visitors and a hall in the College for any informal social functions. Certain of the College hostels situated on the sea-front would be available for accommodation, the charge for residence and full board being £3 13s. 6d. per week. Alternatively, a list of boarding houses and hotels would be supplied on request. The Committee recommended that Mr. Mackie be informed that the Council welcome the scheme and will be glad to assist its progress.

THE PRESIDENT next stated that he had received a considerable number of gifts of antiquarian interest, including mortars,

carboys, and a catalogue, issued in 1800, and in each case suitable acknowledgments had been sent.

### ANNUAL REPORT AND ELECTION

The drafting of the annual report of the Council was referred to the Establishment Committee.

The annual meeting and election of Council were fixed for Wednesday, May 18, at 12 noon.

### HERBARIUM COMPETITION

In accordance with a report of the Herbarium Competition, a certificate of honour was awarded to Mr. S. F. Webber.

Mr. JACK suggested that it would be a good thing if specimen sheets similar to those suitable for the competition could be sent to all the schools attended by students likely to enter for the competition.

Mr. HIRST also recommended that students should be encouraged to collect plants used by herbalists and chemists.

### EXAMINERS APPOINTED

The following list of special examiners for the remainder of the current year was approved:—John Cruickshank, Harold Davis, Fred Fairbrother, John Henry Gaddum, James Andrew Gunn, Reginald St. Alban Heathcote, Matthew Verden Hunter, Laurence Pollard Kendall, Rees Vernon Lloyd, W. Parry Morgan, Alexander Nelson, James Frederick Spencer, Thomas Tickle, and Arthur Theodore Todd.

### BENEVOLENT FUND COMMITTEE

The report of this committee showed that eighteen applications had been considered, and grants made ranging from £5 to £26.

Mr. ANTCLIFFE called attention to the list of special contributions, which included £17 from the Leicester and County Branch (whist drive organised by the Ladies' Committee), £14 7s. 2d. from the same branch (supper and dance) and 17s. 10d. collected at meetings of the branch; £6 10s. from the Gloucester Branch (bridge drive organised by Mrs. Hampton); £5 5s. for the Fund and £5 5s. for the Orphan Fund from Sir Harry Hague.

### WAR AUXILIARY BENEVOLENT FUND

The report of this committee showed that two cases had been dealt with, one grant of £19 10s. having been made and another of £39 being now recommended.

Mr. MCNEAL, in reply to MR. PARRY, said there was enough left in the Fund for another year.

### FINANCE COMMITTEE

The financial statement showed that receipts since the last meeting, including a balance of £38 9s. 11d., amounted to £30,126 os. 10d., comprising the following items:—Members' fees, £16,246 13s.; premises fees, £10,114 13s.; subscriptions, £141 11s.; College—School of pharmacy, £59 10s.; College—Pharmacological Laboratories, £410 14s.; examinations, £111 6s.; registration fees, £140 14s.; restoration fees, £11 11s.; law—penalties and expenses, £45 10s. 6d.; law—inspection of premises, £111 5s.; corrections to premises register, £26 15s. 6d.; rentals, £55; "Pharmaceutical Journal," £1,622 4s. 3d.; "Pharmaceutical Press," £920 7s. 8d.; F.S.S.U.—contributions, £21 1s. 8d.; F.S.S.U.—refund, £24 7s 6d.; S.S.S.S.—refund, £21 1s. 1d.; library—sale of books, etc., £2 8s. 9d.; sundries, £7s. Payments ordered at the last meeting amounted to £14,241 3s. 11d., and £15,850 had been transferred to deposit account, leaving a balance of £34 10s. 11d. The amount left on deposit account was £51,150. The balances on the other accounts were:—Benevolent Fund (current account), £2 11s. 7d.; amount on deposit account, £1,900; Benevolent Fund (donation account), 12s. 6d.; deposit account, £400; War Auxiliary Benevolent Fund, £200 1s. 5d.; deposit account, nil; Hills Orphan Fund, £4 os. 2d.; deposit account, £290; Orphan Fund, £37 4s. 5d.; deposit account, £350. Accounts amounting to £13,723 14s. 1d. were passed for payment, and the action of the secretary in making payments amounting to £1,727 7s. 3d. was approved.

This was all the public business.

# National Pharmaceutical Union

## Executive Meetings

MEETINGS of the Executives of the National Pharmaceutical Union and Chemists' Defence Association were held at 4 and 5 Queen Square, London, W.C.1, on February 22, Mr. W. W. Atkinson in the chair.

## PARLIAMENTARY MATTERS

The secretary reported that a letter had been sent to the Union's parliamentary agents and also to Mr. W. W. Wakefield, M.P., asking for their support in connection with the Street Trading (Regulations) Bill. The Food and Drugs Bill had also been carefully examined by the Union's solicitors to ascertain how the altered position affected the pharmacists' business.

## NATIONAL HEALTH INSURANCE

A number of resolutions which had been received too late for the Conference of Pharmaceutical Committee representatives were considered by the Executive and dealt with in accordance with Conference decisions. The Executive considered the new form P.D.5 (revised 1937), submitted by the Ministry of Health in respect of arrangements under which Pricing Offices were to report particulars of unusual prescriptions. The secretary was instructed to submit to the Ministry several alterations to quantities which might be considered extravagant. Chemists' accounts figures were scrutinised and the Executive considered the basis upon which a claim should be made in respect of the epidemic that occurred during 1937. The Executive also considered formulas for several preparations included in Part IVa of the Drug Tariff and the basis for pricing them.

## CHEMISTS' FRIENDS LIST

Applications for inclusion in the C.F. List were accepted from the Vocalzone Co.; Lofthouse & Saltmer, Ltd.; Wands, Ltd.; and Zermopad, Ltd.

## C.D.A. Matters

The secretary reported that of thirty-three cases outstanding from the last meeting of the directors, three might be considered closed, and settlements had been effected in the following three cases:—Lotion alleged to have caused rash; payment of £2 10s. Sleeping draught under strength; payment of £18 12s. Damage to car caused by cycling errand boy; payment of £4 10s. Ten new cases had arisen during the month, of which three had been settled as follows:—Repair to clothing; payment of 3s. 6d. Spectacles broken by messenger boy; payment of 11s. Thermometer broken by messenger boy; payment of 6s. 6d. The remaining cases were left in the hands of the secretary. The secretary reported that a member had been defended in respect of nine summonses for failure to enter prescriptions in the D.D.A. Register. A fine of 20s. had been imposed on each summons, *plus* the expenses of three witnesses. Another member had been represented at an inquest upon a man who had purchased and taken a large dose of undiluted phenol. A verdict of "death from shock caused by taking corrosive poison" had been returned, the coroner stating he was satisfied no one was to blame. A member had also been defended in respect of three summonses under the Pharmacy Act, but the case had been dismissed under the Probationary Offenders' Act. The directors received a report upon the legal advice which had been given and on sixteen analyses undertaken for members.

## Election of Executive Committee, 1938

The undermentioned have been nominated for election to the N.P.U. Executive Committee, which will hold office for three years from April 1, 1938. One member is to be elected for each division, with the exception of Metropolitan, for which three members are elected. Where there are contests, voting papers will be despatched to the members in those divisions on March 9, returnable on March 21.

*North-Western Division 1, \*1, Dobson, Arthur, Blackburn.*

*North-Western Division 2, \*1, Scholes, William Isaac, Eccles.*

*North-Western Division 3, \*1, Tristram, William John, Liverpool, 1.*

*North-Eastern Division 1, \*1, Forster, William, Seaham Harbour.*

*North-Eastern Division 2, \*1, Heseltine, Thomas, Norman-ton, Yorks.*

*North-Eastern Division 3, 1, Brocklehurst, Eric Arthur, Hull; \*2, Hobson, Cyril Watson, Sheffield.*

*Western Division 1, \*1, Bryan, David Allen, Penmaenmawr.*

*Western Division 2, \*1, Davies, Benjamin Pugh, Haverford-west.*

*Western Division 3, \*1, Marshall, Henry Herbert, Moseley, Birmingham.*

*Eastern Division 1, \*1, Hague, John, Lincoln.*

*Eastern Division 2, \*1, Evans, John, Cambridge.*

*Eastern Division 3, \*1, Stearn, Sidney John, Ipswich.*

*Southern Division 1, \*1, French, John Edward, Sittingbourne.*

*Southern Division 2, \*1, Atkinson, Wilfrid Webster, Southampt.*

*Southern Division 3, 1, Battershill, Frank Easton, Barn-staple; \*2, Yeates, Charles John, Devonport.*

*Metropolitan Division, \*1, Atkins, Ernest Andrew, Wands-worth, S.W.18; \*2, Hearle, Joseph, Islington, N.1; \*3, Melhuish, Andrew Ralph, Duke Street, W.1; 4, Rees, David Andrew, Brixton, S.W.9.*

The result of the election will be declared at the annual meeting on March 23.

\* Denotes members of present Executive Committee.

## Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before meetings, etc., occur.

### Tuesday, March 8

*Pharmaceutical Society, 17 Bloomsbury Square, W.C.1, at 8.30 p.m. Harrison memorial lecture; Mr. F. W. Gamble on "Facing Realities."*

### Wednesday, March 9

*Birmingham College of Pharmacy Post Students' Association, Golden Eagle Hotel, Hill Street, at 7.30 p.m. Dinner and dance.*

*Cardiff Pharmacists' Association, City Hall, at 5 p.m. Dr. G. Wilson, (City M.O.H.), on "Anti-diphtheria immunisation."*

*Glasgow and S.W. Scottish Branch, Pharmaceutical Society, Gordon Restauraut, Gordon Street, Glasgow, at 8 p.m. Dr. F. W. Martin on "The Forensic Chemist in the Detection of Murder."*

*Birkenhead and Wirral Pharmacists' Association, Woodside Hotel, at 8.30 p.m. Supper. Mr. J. H. Franklin on "Pharmaceutical Problems."*

*Nottinghamshire (N.) Branch, N.P.U., County Technical College, Chesterfield Road, Mansfield, at 7.30 p.m. Mr. G. A. Mallinson on "The Chemists' Friends Scheme."*

*Tunbridge Wells Branch, Pharmaceutical Society, Hilden Manor Road-house, Tonbridge, at 8 p.m. Dance.*

### Thursday, March 10

*Reading Branch, Pharmaceutical Society, Great Western Hotel, Reading, at 8 p.m. Dr. E. G. Bryant on "Retail Pharmacy as seen by an Outsider."*

*Manchester Pharmaceutical Association, Junior Branch, Deansgate Cinema Café, at 8.30 p.m. Whist drive.*

*London Chemists' Golfing Society, Trocadero Restaurant, Piccadilly, W.1, at 7 p.m. Annual dinner.*

*Newport and Monmouthshire Branch, Pharmaceutical Society, Westgate Hotel, Newport, at 8.30 p.m. Dinner and dance.*

*Peterborough Chemists' Association, Angel Hotel, at 3 p.m. Mr. H. N. Linstead, O.B.E., on "Problems of the Chemist in Business." At 7.45 p.m., dinner and dance.*

*Belfast Ladies' Social Committee, Grand Central Hotel, Belfast, at 7.30 p.m. Whist drive in aid of the Benevolent Fund.*

*Leeds Branch, Pharmaceutical Society, School of Medicine, at 8.30 p.m. Mr. H. R. Noltie, M.A., B.Sc., on "The Endocrine Organs."*

*Notional Association of Women Pharmacists, 17 Bloomsbury Square, W.C.1, at 8 p.m. Miss J. Duncan, B.Sc., Ph.C., on "Analysis in Food Manufacture"; Miss E. Hodgkinson on "Hospital Pharmacy"; Miss A. Borrowman, Ph.C., on "Retail Pharmacy."*

*Newport Branch, Pharmaceutical Society, Westgate Hotel. Annual dinner and dance.*

# Permanent Waving and Setting Agents

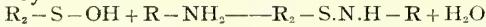
THE agents used in permanent waving and setting preparations have become important in view of the rational explanation that has been put forward of the phenomenon of permanent waves following recent researches on hair structure and chemistry. Preparations used for the initial waving are prepared exclusively for sale to hairdressers, while setting or "wave-set" lotions employed for the subsequent bi- or tri-weekly set are commonly packed for retail to the public.

## Chemistry of Waving

Hair treated with steam in a state of strain for about twenty to thirty minutes loses its power of contraction. According to recent research work, this indicates that fresh linkages in the hair molecules have been formed, in which the amino groups of arginine and lysine and the cystine linkages are involved. Koeune represents the primary action of steam on strained hair as follows:—



followed by



( $R_1$  and  $R_2$  representing the complex residues of substances making up the hair molecule). Above  $55^{\circ}C$ . the action of steam on strained hair is not entirely represented by these equations, since hair keratin (containing cystine residues) is partially hydrolysed with evolution of  $H_2S$ . The final conclusion so far reached is that waviness is produced by a change in the hair keratin. Keratin exists in two forms, and the short molecules of one kind are changed on one side of the hair fibre to long molecules of the other type, hydroxyl groups being intimately associated with this change.

## Permanent Waving Agents

Alkaline solutions make the most effective permanent wave agents, since they shorten the time of applying heat to the hair necessary to produce the required wave. The boiling point of the solution is important, as different machines operate at different temperatures. Since the boiling point varies with the concentration of salts in solution, the optimum temperature for each machine may depend largely upon this factor. The alkalis generally employed are borax, ammonia, sodium carbonate and sodium bicarbonate. Sodium sulphite, which has been used alone in aqueous solution, should be added to permanent waving solutions whenever possible, since it prevents discolouration of the hair. Borax solutions are usually reinforced with ammonia and give soft curls. The following are representative of permanent waving solutions:—

### I

Ammonia solution, 0.880	...	...	15.0
Borax	...	...	3.0
Perfume	...	...	q.s.
Water	...	...	to 100

### II

Sodium sulphite, cryst.	...	...	8.0
Sodium bicarbonate	...	...	8.0
Ammonia solution, 0.880	...	...	4.0
Soap	...	...	0.5
Water	...	...	to 100

### III (AMERICAN)

Potassium sulphite	...	...	5.5
Borax	...	...	2.5
Sodium carbonate	...	...	0.25
Distilled water	...	...	to 100

An unusual permanent waving solution patented in America contains 7 per cent. of keratin in equal parts of alcohol and ammonia solution.

## Setting Lotions

Lotions intended for setting the hair after periodical shampooing are in some instances slightly alkaline, but the majority are mucilages of gums such as karaya, tragacanth or one of the substitutes now available for gum tragacanth. Psyllium seed mucilages and spirituous solutions of certain resins such as benzoin have also been used, but the resinous lotions are not popular in this country. Alcohol is usually incorporated in the mucilaginous setting lotions to facilitate drying, but

too great a proportion should not be used. Preservation of the gels is important, and for this purpose sodium benzoate or one of the esters of *p*-hydroxybenzoic acid (nipasol, nipagin, etc.) is most suitable. The following formulas serve to indicate the lines upon which to work to produce a satisfactory preparation:—

### IV

Gum tragacanth	...	...	1.0
Alcohol	...	...	10.0
Perfume	...	...	q.s.
Water	...	...	to 100

### V

Gum carob	...	...	1.25
Alcohol	...	...	12.0
Borax	...	...	1.0
Colour and perfume	...	...	q.s.
Water	...	...	to 100

The gum should be rubbed down with the water and heated on a water-bath for twenty to thirty minutes in order to inactivate the enzyme present in the carob gum. Add the other ingredients when the mucilage is cool.

### VI

Gum tragacanth	...	...	0.25
Potassium carbonate	...	...	3.0
Borax	...	...	1.0
Alcohol	...	...	10.0
Water	...	...	to 100

The setting lotions IV, V and VI may be described as light. A heavy lotion may be prepared from decoctions of quince seeds by admixture with alcohol. Acid pectin lotions have also been used, and probably in the future many of the gum tragacanth substitutes, such as romos, will find increasing application, since their quality seems to be satisfactorily standardised.

## Cosmetics in Canada

In 1936, a total of 87 plants were included in the Canadian toiletry industry, 55 being situated in Ontario, 23 in Quebec, three in Manitoba, four in British Columbia and one each in Saskatchewan and Alberta.

### Total Production of Toilet Preparations

Years	\$	Years	\$	Years	\$
1927	5,750,557	1931	6,751,542	1934	6,745,513
1928	6,161,711	1932	6,957,862	1935	7,120,316
1929	7,272,572	1933	5,912,162	1936	7,415,522
1930	6,719,986				

### Production of Toilet Preparations

	Toilet Preparations Industry	Medicinal & Pharmaceutical Industry	Soaps & Washing Compounds Industry	Total Produced by all Industries
Alcoholic — not less than 5 per cent. alcohol:—				
Perfumes	\$ 330,694	\$ 95,790	\$ 11,337	\$ 437,821
Toilet waters and lotions:—	415,532	149,596	62,384	627,512
Cologne water, Florida water, Bay rum and all toilet waters and lotions sold to hairdressers	152,200	14,441	—	166,641
Non-alcoholic:—				
Creams, solid or liquid, all kinds	816,130	272,319	9,475	1,097,924
Brillantine, oily or liquid	74,453	27,918	9,738	112,109
Face powders	649,747	163,702	16,877	821,326
Talcum powders	217,823	223,761	46,587	488,171
Lipsticks	215,497	10	3,215	218,722
Compacts (powders and rouges)	268,654	15	1,283	269,952
Bath salts	76,770	18,812	4,697	100,279
Lotions and toilet waters, non-alcoholic	45,777	10,023	—	55,800
Other:—				
Toothpastes and toothpowders	890,703	363,791	307,133	1,561,627
All other toilet preparations	1,122,014	315,758	19,866	1,457,638
Total	5,266,994	1,655,936	492,592	7,415,522

# Signs of the Times

**A**S a quickly recognised symbol of pharmacy, nothing, in the writer's opinion, equals the carboy. In good light and placed above the display window, it stamps the shop at once as different from those of other retailers. Substitutes such as replicas in coloured glass inserted in over-transom glazing, painted or enamelled reproductions, designs in relief, or hanging signs (luminous or otherwise) never carry quite the same air of distinction.

## Carboys

The bulbous glass bottle of coloured liquid, pear-shaped or swan-necked in shape, is an attraction to the eye by day, and by night, with the aid of low-power electric lamps fitted into small shell-shaped reflectors at the back, a luminous "call-sign" that beckons the passer-by. For real beauty and effective publicity, it is not surpassed by any illuminated sign, however good. In Scotland the same considerations apply in lesser degree to the pestle and mortar, though to-day many chemists north of the Border favour the carboy, usually in conjunction with, rather than in place of, the pestle and mortar. There is also, in England, a following for the older of the two symbols (the pestle and mortar). An experiment was recently carried out by the writer to determine the publicity value of the carboy in England. The question, "If you were in need of a chemist's shop in a strange district, what is the first thing you would look for?" was put to a number of people from widely different stations in life. The following were typical replies: "Those big coloured bottles"; "A sign which said 'Chemist' or 'Dispensing'"; "A red sign"; "A red lamp"; "Those big bottles of coloured stuff." Not one referred to the pestle and mortar either by name or description. One, curiously, mentioned a frequently seen sign of a well-known proprietary. The majority of the replies made reference to coloured or large "bottles." Further questioning of those who had made no reference to carboys often elicited the reply, "But they don't use them now, do they?" The

above the transom with a projecting or hanging sign in order to catch the eye of pedestrians approaching from either side, and to aid the motorist in quickly locating the pharmacy from a distant position. Isolated instances have been recorded during the last few years of illuminated carboys (both real and in replica) having been confused with traffic signs. This is a risk which must not be overlooked by chemists whose premises abut on busy traffic junctions. On such sites it might be advisable to avoid the use of red, amber or green, and to limit the colours used externally or over the windows to blue and mauve. Certainly on any site which has traffic signals nearby it is as well to make sure that the tones of red, amber and green, if used, are different from those of the traffic signals. In many shopping districts a plethora of red illuminations adds to the motorist's difficulties by night, but hanging or projecting signs are, as a rule, more likely to prove confusing than carboys, for the reason that the latter are arranged in horizontal sequence in contrast to the vertical arrangement of the traffic signals. Also, they are usually behind the plane of the window. Publicity gained at the cost of safety is likely to be regarded with disfavour by the authorities and may prove expensive.

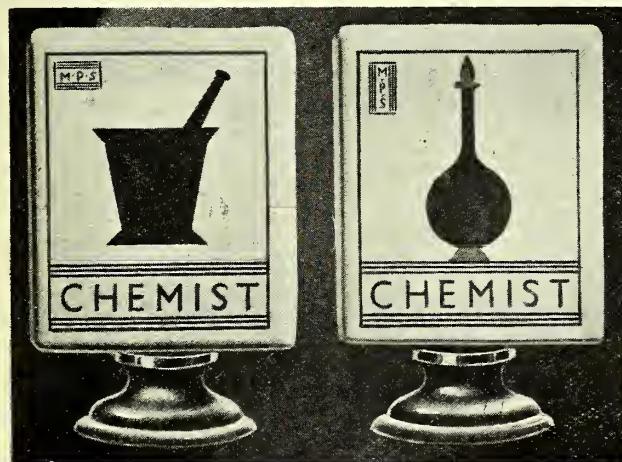
## Projecting Signs

Some pharmacies are so strategically placed—on conspicuous corner sites, for example—that no auxiliary sign is needed, and few can use more than one projecting sign to advantage. Multiplying such signs inevitably results in confusion. The same may be said of the space above the windows, which should be reserved for carboys. If it is cluttered up with show-cards or dummy cartons, a cheap and untidy effect is produced.

In these days of luminous publicity relatively few non-illuminated signs are used where current is available. This does not mean that they are obsolete, however, and it may be helpful to make reference to a few examples (shown in the accompanying illustrations). The most popular are those which reflect light by means of ridged or serrated metallic surfaces, coloured glass with numerous facets, or mirrored glass. A typical example is a black, single-panel sign which shows on one side a carboy in red with a green border and on the other a carboy in green with red border. The word "CHEMIST" appears in white lettering beneath the carboy. A larger sign of similar type presents three swan-necked carboys in green, red and blue, with the words "DISPENSING" above and "CHEMIST" below. A third bears a design of three small pear-type carboys on either side. The three signs described are also obtainable as box-type illuminated signs. Hand-painted signs are also rarely fitted to-day—another result of the growing use of illuminations and synthetic materials—yet one often sees quite creditable examples, one of which is illustrated (No. 3). This is, however, also an illuminated sign, the symbols being applied in transparent paint to the back of the glass.

## Fluorescent Signs

Luminous tubing of the electric-discharge, gas-filled type, commonly (though not always correctly) known as "neon," has become a popular alternative to the box-type illuminated sign, even though new forms of the latter continue to be introduced. An important development in the application



ILLUMINATED OPALESCENT GLASS CUBES, for use in window or elsewhere. Designs fixed on in red and green. (S. Marp, Son and Sons, Ltd.)

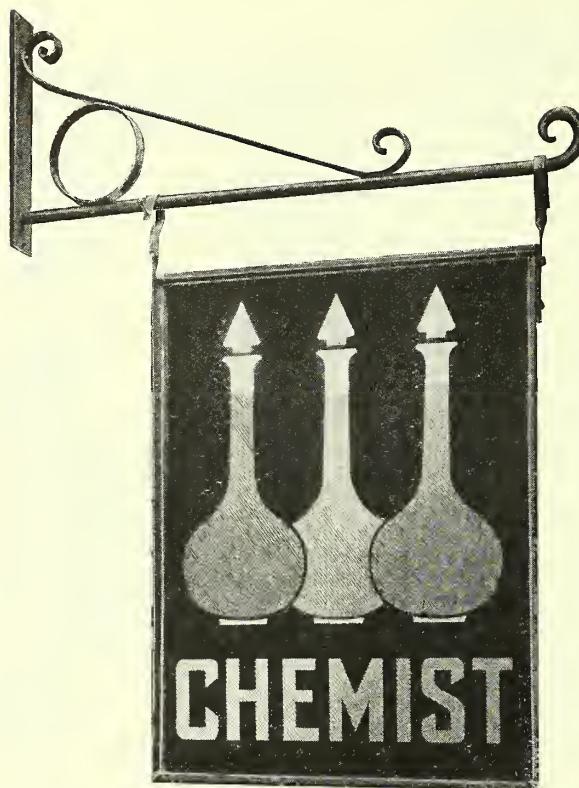
"now" indicates popular recognition of the symbolic value of carboys in the past.

## Carboy Device in Signs

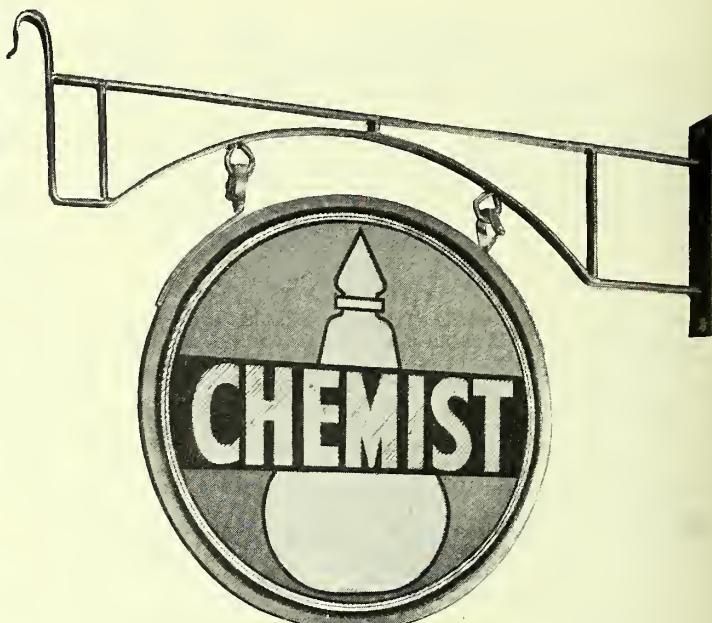
While holding firmly to the view that the carboy is the chemist's best advertising device, the writer admits that some excellent signs, reproducing the carboy pictorially or luminously, have been brought into use during the last few years. Owing to site difficulties and limitations of space the substitute may even, in many instances, prove a more practical proposition. Moreover, competition for attention in many shopping centres makes it necessary to augment the carboy



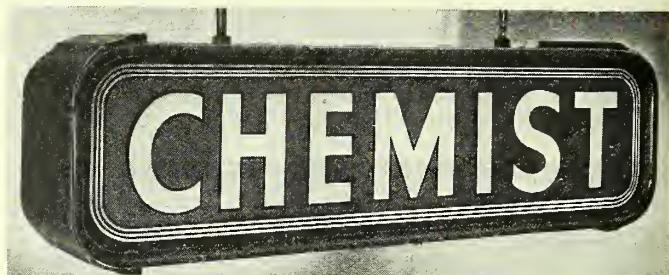
Bulls-eye red lantern and modern reflector sign at a Brighton Pharmacy.



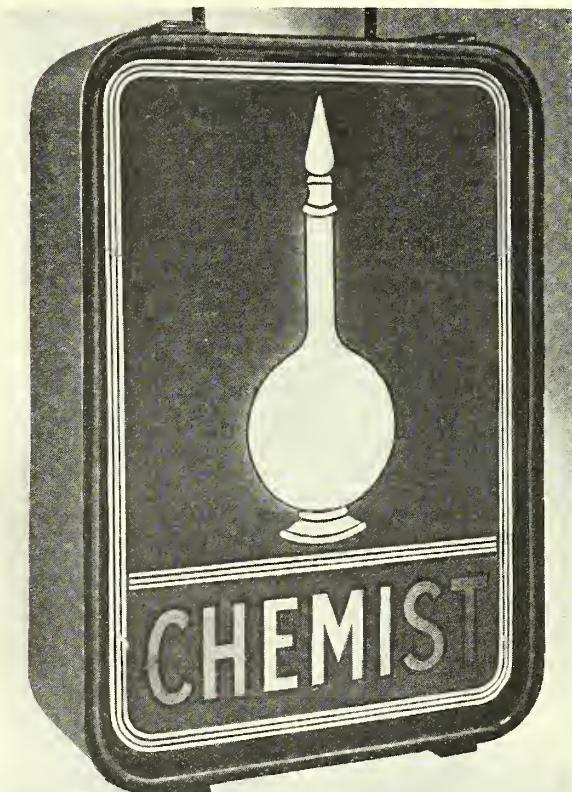
Daylight - type non-illuminated REFLECTING SIGN.—The overlapping carboys in red, blue and green are, like the lettering, of ribbed metal. (Philip Josephs and Sons, Ltd.)



REFLECTING SIGN.—A design introduced this season. Carboy, red on one side, green on reverse; lettering in silver on black ground. Alternative designs with pestle and mortar or swan-necked carboy are available. (S. Maw, Son and Sons, Ltd.)



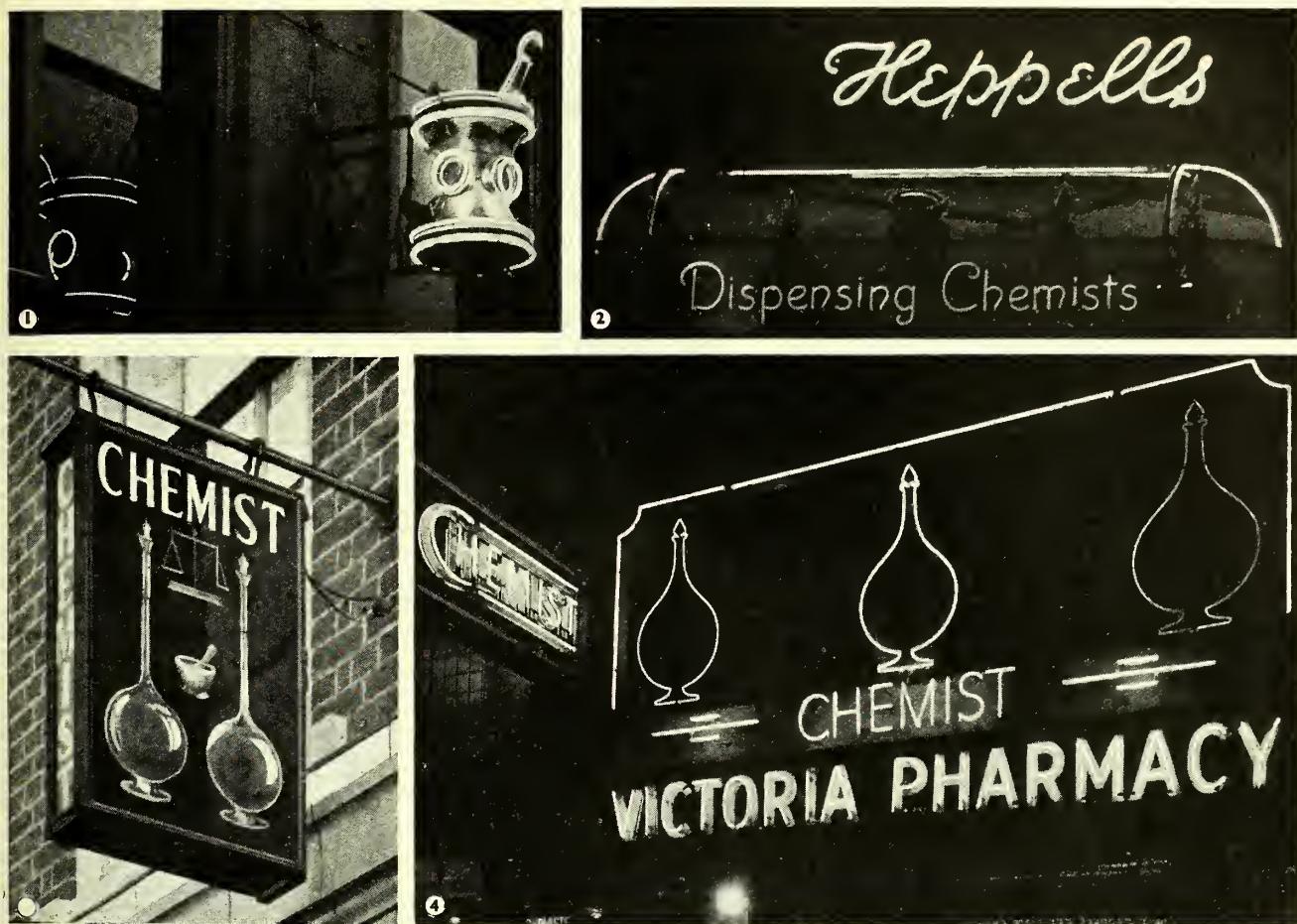
DOUBLE-SIDED ELECTRIC SIGN.—Box of lead-coated steel. Letter-edges of foil to give illuminated effect by day. (S. Maw, Son and Sons, Ltd.) The hanging sign on left is of similar construction.



DOUBLE-SIDED HANGING ELECTRIC SIGN.—Black panel, green carboy and red lettering on one side, reversed on other (Maw).



ILLUMINATED SIGN for interior use, comprising collapsible cardboard box with imitation neon frame. (S. Maw, Son and Sons, Ltd.)



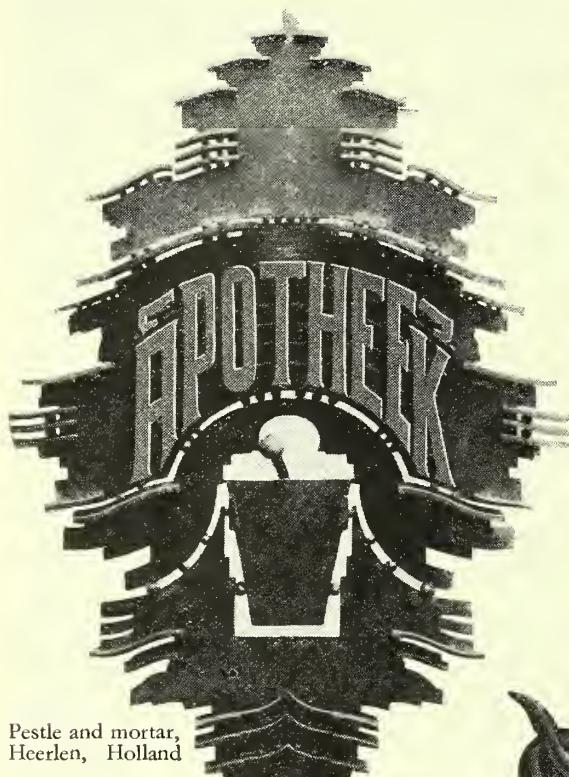
ILLUMINATED SIGNS IN USE.—1. Pestle and mortar sign at Dundee, brought up to date with neon tubing (*Claude-General Neon Lights, Ltd.*) ; 2. Four carboys and specie jar in upper portion of window framed in neon tubes (*Claude-General*) ; 3. Painted sign at a pharmacy at premises of Cooper & Co. (Sutton), Ltd., Sutton, Surrey ; 4. Outlines in neon tubes of three carboys, each in a different colour ; the lettering below is in fluorescent neon (*Claude-General*).

of research on fluorescence. The inner sides of the tubes are coated with a powder possessing fluorescent and phosphorescent properties. This transforms the invisible ultra-violet rays, normally worthless from the lighting point of view, into effective light of various delicate shades of orange, mauve, pink, green, blue, yellow and white. The colours are mixed in a blend capable of being controlled and graduated in warmth of tone to suit requirements. Fluorescent tubes can now be used in the same way as the ordinary gas-filled, electric-discharge tubes, and it is claimed that they consume less current owing to the added effect produced by the special coating, and that they provide a clearer, brighter light than the ordinary gas-filled tubes. If fluorescence may be defined as the property of a substance or surface to respond to or luminesce when excited by ultra-violet rays, phosphorescence is the property of a body to remain luminous for a time after irradiation has ceased. A luminescent article or surface generally has something of both qualities. Fluorescent neon tubes have a softer, less glaring effect than ordinary varieties of neon, yet give a brighter and more constant light. Neon has been successfully used in many different ways on shop-fronts. An example here shown (No. 4) indicates the possibilities it offers for producing outlined designs of carboys in the conventional colours, red, green and blue. In another (No. 2) the frame above the over-transom glazing is outlined in neon, thus serving to illuminate four carboys and a pharmacy jar.

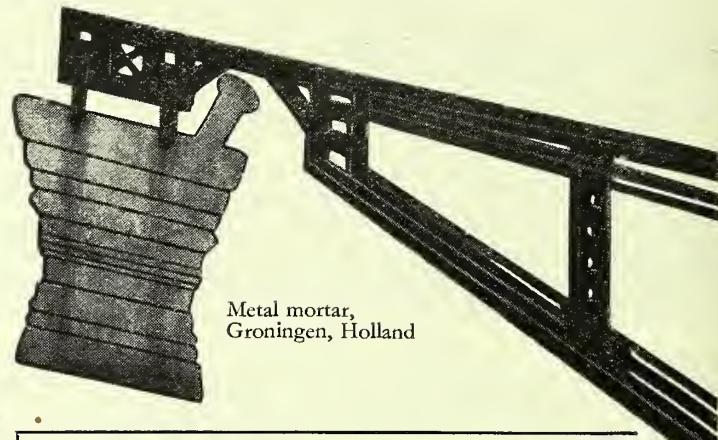
#### Window Signs

In *THE CHEMIST AND DRUGGIST*, January 1, p. 9, an illustration and description were given of a new compound or "three-ply" glass, with a central lamina of spun glass fibres. Recent experiments in the dyeing of these fibres have proved

successful, and this glass thus offers new possibilities of incorporating carboy designs into the over-transom glazing. At least one pharmacy (in Bradford) makes use of this dyed laminated glass. The colour range does not include red or lemon-yellow, which colours have, for technical reasons, not yet proved satisfactory, but good results have been obtained with amber, blue and green. The glass not only makes a pleasant alternative to the heavier leaded or copper glazing often favoured for over-transom glazing when carboy designs are introduced, but is a considerable advance on these methods from the point of view of the natural light saved to the interior of the premises. With improvements in display technique, and a tendency to discontinue showing merchandise above eye-level, illuminated signs for the upper part of the window have come into favour. Neat signs of plate-glass, carrying etched lettering, and internally illuminated from strip lamps concealed in the trough above the glass ; hanging neon signs of various descriptions ; and box or panel signs with stencilled lettering are among those introduced. Signs bearing carboy or pestle-and-mortar designs can sometimes be used with advantage as part of a display, and one of the latest varieties is a cube of opalescent glass carrying carboy or pestle-and-mortar designs, with the letters "M.P.S." or the word "CHEMIST," painted and fired on in red and green. The front panel of the standard cube is 12 in. high and 10 in. wide. An eminently practical hanging window sign which serves the dual purpose of publicity and display illumination takes the form of an inverted trough with a lettered panel in front. Letters can be stencilled or composed of a moulded, translucent acetate which closely resembles neon when illuminated. For chemists who participate in local shopping weeks and other occasions calling for the use of additional temporary illuminations, the value of the carboy and/or pestle and mortar as external symbols should not be overlooked.



Pestle and mortar,  
Heerlen, Holland



Metal mortar,  
Groningen, Holland

## Pharmacists' Signs

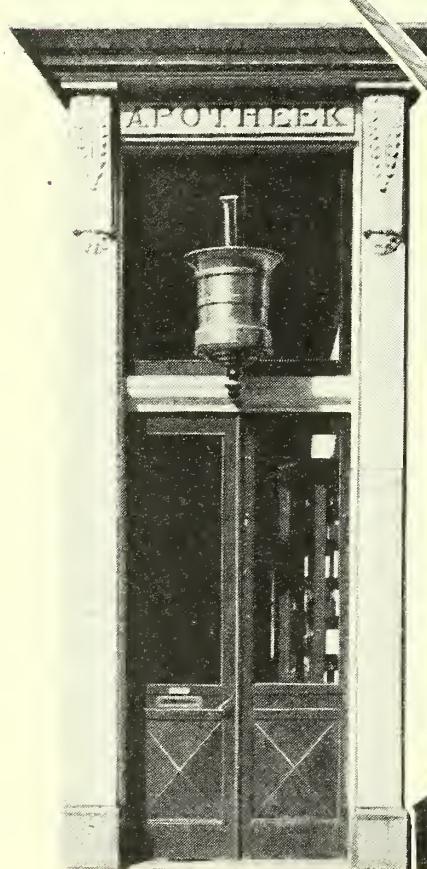
OF GERMAN AND DUTCH ORIGIN



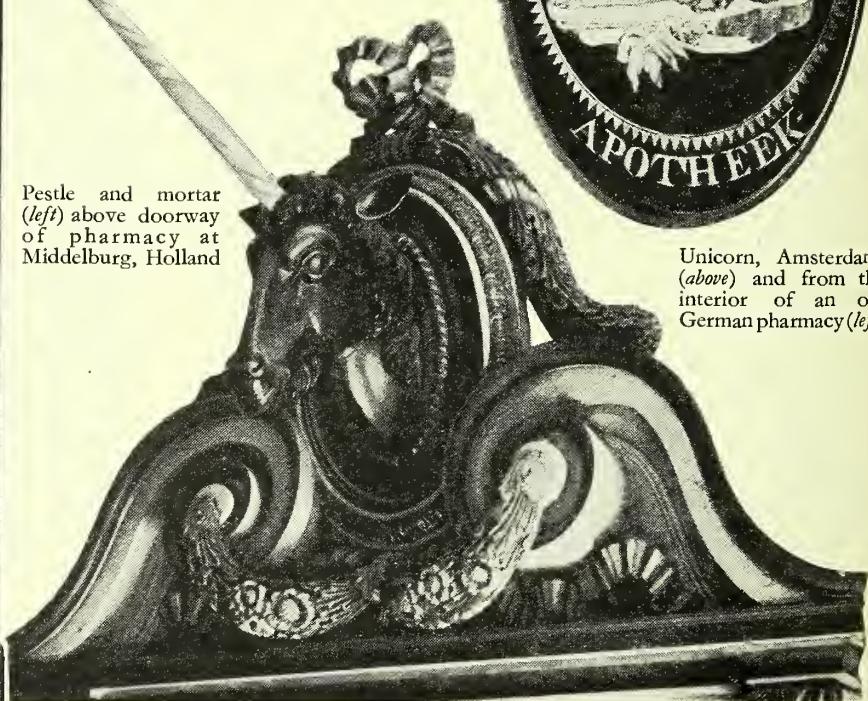
Salamander, Holland



Unicorn, Amsterdam,  
(above) and from the  
interior of an old  
German pharmacy (left)



Pestle and mortar  
(left) above doorway  
of pharmacy at  
Middelburg, Holland



# Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

## 28 Essex Street, W.C.2, March 3

THE general tone and outlook in the markets this week have been a little better, but the volume of business is still below average. Where values had declined to a rather marked degree, particularly in some of the leading commodity markets, there has been a fair recovery, with rather more business moving. Business in PHARMACEUTICAL CHEMICALS continues on modest lines and consists chiefly of smallish orders for immediate delivery. The chief alteration in prices is in STRYCHNINE SALTS, where the makers have made a further reduction in their scales of prices in order to meet outside competition; contracts are not being accepted at the present very low values. BISMUTH SALTS continue unchanged. The French competition in VANILLIN may not continue much longer. EPHEDRINE HYDROCHLORIDE, B.P., remains in very quiet demand.

### Crude Drugs

A little more business is reported this week, but there is still room for improvement. AGAR is easy on spot and steady forward for new crop. Curaçao ALOES selling steadily at full prices on spot. Canada BALSAM continues firm. Shipment quotations for new crop BUCHU are now becoming of interest. Aleppy green CARDAMOMS are again quoted easier; market dull. CASCARA SAGRADA is about steady on spot; irregular forward. CLOVES show some recovery. DESICCATED COCONUT is steadier. The crop of Norwegian COD-LIVER OIL shows a big deficiency so far this season. Portuguese ERGOT is quoted cheaper, but the lower prices have not so far attracted much business. West African GINGER is quoted at slightly cheaper prices. Sudan Gum ACACIA remains slack and at low figures. The manufacturing grades of Jamaica HONEY are easier on a quiet market. HYDRASTIS is steady but quiet. Japanese MENTHOL is about steady on a rather quiet market. PEPPERS are at better figures. Fair sales of RHUBARB on spot. Rubber is down on the week; business quiet. SENEGA continues firm on spot at the recent advance; New York reports stocks cleared. WAXES of all description have been quiet, with values rather unsteady.

### Essential Oils

This market continues rather listless, with business moving on restricted lines. ANISE (STAR) is quiet on spot. BERGAMOT is unchanged on the Consortium quotation for shipment. CAJUPUT is easier forward. Little demand for CASSIA on spot. According to reports from the source there has been heavy buying of Java CITRONELLA, and shippers' quotations are dearer and firmer. Australian EUCALYPIUS is offered for shipment at attractive figures. Little interest in the shipment market for new crop hand-pressed Sicilian LEMON, and quotations are again cheaper. To-day, we are advised that it has been decided to control the sale of Sicilian LEMON by the compulsory formation of a Consortium. LEMONGRASS is still quite neglected. Good quality MANDARIN is dearer for shipment. The shipment quotation for new crop French Guinea ORANGE is still nominal owing to absence of offers. A bulk offer of Californian OIL for shipment at keen prices is noted. Japanese PEPPERMINT has had a quiet week, but as quoted the market is about steady. The AMERICAN oil continues very quiet and tends easier.

### Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:

Centre	Quoted	Par	February 24	March 3
Amsterdam ...	Fls. to £	12.107	8.964	8.964
Berlin ...	Mks. to £	20.43	12.40	12.39
Brussels ...	Belgas to £	nominal	29.56	29.55
Copenhagen ...	Kr. to £	18.159	22.40	22.40
Lisbon ...	Esc. to £	110	110	110
Madrid ...	Ptas. to £	25.24½	nominal	nominal
Milan...	Lire to £	92.46	95½	95½
Montreal ...	Dols. to £	4.864	5.02	5.014
New York ...	Dols. to £	nominal	5.02	5.014
Oslo ...	Kr. to £	18.159	19.90	19.90
Paris ...	Fr. to £	124.21	153½	154
Prague ...	Kr. to £	164.25	142½	142½
Stockholm ...	Kr. to £	18.150	19.40	19.40
Warsaw ...	Zloty to £	43.38	26½	26½
Zurich ...	Fr. to £	25.2115	21.58	21.60

Bank rate 2 per cent.

### Pharmaceutical Chemicals, etc.

MARKETS continue on the quiet side, with quotations about steady. Makers of strychnine salts notify a further cut in their scales of prices.

ACETANILIDE.—Steady, quiet: B.P. crystals and powder, 1s. 7d. to 1s. 10d. per lb., as to quantity.

AMIDOPYRINE.—Convention prices steady; the scale is as follows: Crystals, two cwt., 9s. 4d.; one cwt., 9s. 8d.; less than one cwt., 10s. per lb., with powder 2½d. per lb. extra.

AMMONIUM ICHTHIOSULPHONATE.—One cwt., 1s. 6d., in 14-lb. tins; 1s. 8d. in 1-lb. tins; 1s. 10d. in 8-oz. tins, and 2s. 1d. per lb. in 4-oz. tins.

ASPIRIN.—Makers' and dealers' prices are steady, average business reported: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8d.; 28 lb., 3s.; 14 lb., 3s. 1d.; 7 lb., 3s. 2d.; 4 lb., 3s. 4d.; 1 lb., 3s. 7d. per lb. Bulk packing free, net, carriage paid. Contracts, over twelve months, minimum one ton; over six months, less than one ton.

BARBITONE.—Market remains dull: two cwt., 8s. 11d.; 56 lb., 9s. 2d.; less than 56 lb., 9s. 5d. per lb., ex store, London.

BENZOIC ACID (B.P.)—Limited demand, quoted unchanged; quantities, ex works, 1s. 9d.; spot parcels, 1s. 10d. to 2s. 3d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' prices show no change on quotation; carbonate, B.P., not less than one cwt., 6s. 6d.; 28 lb., 6s. 9d.; 8 lb., 7s. 3d.; 4 lb., 8s.; less than 4 lb., 8s. 6d. per lb., with rebates on contracts for larger quantities.

BROMIDES.—Makers' scales of prices steady. POTASSIUM, B.P., five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s. per lb. SODIUM, B.P., five cwt., 1s. 10d.; one cwt., 1s. 11d.; 28 lb., 2s. 2d. per lb. AMMONIUM, B.P., five cwt., 1s. 11d.; one cwt., 2s.; 28 lb., 2s. 3d. per lb. net. Resale clause applies, 28-lb. parcels and one-cwt. cases free. Smaller quantities than 28 lb. at higher prices. Export quotations are maintained, as follows: POTASSIUM, B.P., five cwt., 1s. 4d.; one cwt., 1s. 4½d. SODIUM, B.P., five cwt., 1s. 5d.; one cwt., 1s. 5½d. AMMONIUM, B.P., five cwt., 1s. 6½d.; one cwt., 1s. 7d. per lb., f.o.b.

CIRRIC ACID (B.P. CRYSTALS).—Makers' prices steady: British material quoted at 1s. 0d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

COCAINE.—British makers' prices for wholesale bulk quantities are quoted as follows:—HYDROCHLORIDE and NITRATE, 25 oz. and over, 29s. 6d.; 16 oz. and less than 25 oz., 30s. 9d.; over 8 oz. and less than 16 oz., 31s. 9d. per oz. PURE, CITRATE and SALICYLATE, 25 oz. and over, 32s. 6d.; 16 oz. and less than 25 oz., 33s. 6d.; over 8 oz. and less than 16 oz., 34s. 6d. per oz.; 16-oz. packages free, smaller packing extra. The scales of prices applicable to distributors of smaller quantities are as follows:—HYDROCHLORIDE and NITRATE, 8 oz., 34s. 1d.; 4 oz. and less than 8 oz., 34s. 7d.; 2 oz. and less than 4 oz., 35s. 5d.; 1 oz. and less than 2 oz., 36s. 5d.; ½ oz. and less than 1 oz., 37s. 11d.; ¼ oz. and less than ½ oz., 40s. 11d. per oz. PURE, CITRATE and SALICYLATE, 8 oz., 36s. 10d.; 4 oz. and less than 8 oz., 37s. 4d.; 2 oz. and less than 4 oz., 38s. 2d.; 1 oz. and less than 2 oz., 39s. 2d.; ½ oz. and less than 1 oz., 40s. 8d.; ¼ oz. and less than ½ oz., 43s. 8d. per oz., packages extra. Resale: Sales subject to buyers undertaking not to resell any quantity at below the scale price for such quantity current at the time of resale. Export prices vary according to destination.

CREAM OF TARTAR.—Steady at former figures: British material, 99 to 100 per cent., 92s. per cwt., less 2½ per cent. discount. Dealers' prices for foreign material competitive.

CREOSOTE (B.P.)—Small business, values maintained: bulk quantities, in 25-kilo demijohns, 1s. 6d.; small parcels, 1s. 7½d. up to 2s. per lb., ex store.

GALLIC ACID.—Steady, in small demand: one cwt., 3s.; 56 lb., 3s. 1d.; less than 56 lb., up to 3s. 6d. per lb.

METHYL SALICYLATE.—Quiet business at unchanged prices: spot, ten cwt., 1s. 1½d.; five cwt., 1s. 2d.; one cwt., 1s. 2½d.; less than one cwt., 1s. 2½d.; small quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Market quiet and competitive: two cwt., 19s. 3½d.; one cwt., 19s. 9d.; 56 lb., 20s. 2½d.; small parcels, up to 20s. 8d. per lb.

PARAFORMALDEHYDE.—Fairly steady on a slow market: 100 per cent. powder, quantities in kegs, 1s. 1d.; smaller parcels, to 1s. 4d. per lb., as to quantity.

GLYCERIN (B.P.).—Makers' prices for home trade continue at the reduction of 5s. per cwt. recorded last week:—

## PRICE PER CWT.

Contracts or Spot Lots of	Under 1 cwt.	1 cwt. and under $\frac{1}{2}$ cwt.	$\frac{1}{2}$ cwt. and under 5 cwt.	5 cwt. and under 10 cwt.	10 cwt. and under 20 cwt.	1 ton and under 5 tons
Minimum Deliveries off contract of	—	1 cwt.	1 cwt.	1 cwt.	2 cwt.	5 cwt.
Tins, 1 $\frac{1}{2}$ lb. ... per cwt.	112/6	108/-	107/-	104/-	103/-	99/-
Tins, 28 lb. ... "	109/6	105/6	104/6	101/6	100/6	96/6
Tins, 56 lb. ... "	106/6	103/-	102/-	99/-	98/-	94/-
Drums, 1 cwt. (charged 20/-) "	—	98/6	97/6	94/6	93/6	89/6
Drums, 2 $\frac{1}{2}$ cwt. (" 60/-) "	—	—	95/6	92/6	91/6	87/6
Drums, 5 cwt. (" 75/-) "	—	—	—	92/-	91/-	87/-
Drums, 10 cwt. (" 100/-) "	—	—	—	—	90/6	86/6
5 cwt. and under 10 cwt.	—	—	—	—	—	—
Extra per cwt. for smaller deliveries ex contract than as above specified	2 cwt. and under 5 cwt. ...	—	—	—	—	-6/-
1 cwt. and under 2 cwt. ...	—	—	—	—	-6/-	—
Under 1 cwt. ...	1/-	1/-	1/-	1/-	1/6	2/-

Refined Pale Straw Industrial Glycerin 1,260 s.g., 5s. per cwt. less than chemically pure. Delivered, 2 $\frac{1}{2}$  per cent. discount, monthly account.

PARALDEHYDE.—Quoted unchanged: in carboys, 1s. 2d.; in winches, 1s. 5d. to 1s. 6d.; in bottles, 1s. 7 $\frac{1}{2}$ d. to 1s. 10 $\frac{1}{2}$ d. per lb., ex store.

PHENACETIN.—Average small spot demand, steady on quotation: crystals or powder, bulk quantities, 2s. 6d.; smaller parcels, 2s. 7d. to 3s. per lb., as to quantity.

PHENAZONE.—Business remains slow: crystals, five cwt., 6s. 9 $\frac{1}{2}$ d.; two cwt., 7s.; one cwt., 7s. 3d.; and less, 7s. 6d. per lb., with powder 2 $\frac{1}{2}$ d. extra. Quoted duty paid, London.

PHENYLETHYLBARBITURIC ACID.—Dealers are quoting small spot parcels at about 21s. to 22s. per lb., in 2-lb. bottles.

PHOTOGRAPHIC CHEMICALS.—Home makers' prices continue steady at the revisions recently recorded. AMIDOL.—28 lb., 8s.; 14 lb., 8s. 9d.; 7 lb., 9s. 6d., in free 7-lb. tins; under 7 lb., 12s. per lb., in free 1-lb. bottles. CHLORQUINOL.—1-lb. bottles, 21s. per lb. GLYGIN.—7 lb., 10s. 6d.; 1-lb. bottles, 13s. 6d. per lb. HYDROQUINONE.—56 lb., 4s. 10 $\frac{1}{2}$ d.; 28 lb., 5s.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; in 1-lb. bottles, 6s. 6d. per lb. METOL.—28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 6d.; 3 lb., 11s. 6d.; 1-lb. bottles, 12s. 6d. per lb. ALUM (PHOTOGRAPHIC QUALITY).—1 cwt., 12s. per cwt.; 28 lb. for 6s. GOLD CHLORIDE.—15-grain tubes, 45s. per doz. MAGNESIUM POWDER.—10s. per lb. PARAMIDOPHENOL HYDROCHLOR.—8s. 6d. per lb. POTASSIUM FERRICYANIDE.—14 lb., 2s. 2d.; 7 lb., 2s. 4d.; 1 lb., 2s. 6d. per lb. POTASSIUM METABISULPHITE.—One cwt., 7 $\frac{1}{2}$ d.; 28 lb., 8d.; 14 lb., 9d.; 7 lb., 11d.; 1 lb., 1s. per lb. PYROGALIC ACID, CRYST.—28 lb., 7s. 3d.; 14 lb., 8s.; 7 lb., 8s. 9d.; under 7 lb., 9s. 3d. per lb. SODIUM (CARBONATE RECRYST).—5 cwt., 12s. 6d. per cwt.; 1 cwt., 15s. 6d. per cwt.; 56 lb. for 11s. 6d.; 28 lb. for 6s. SODIUM HYPOSULPHITE, CUBES, CRYST.—5 cwt., 17s.; 1 cwt., 19s. 6d. per cwt.; 56 lb. for 11s. 6d.; 28 lb. for 6s. SODIUM SULPHIDE (PURE).—7 lb., 1s. 9d.; 1 lb., 2s. per lb., bottles and jars free. SODIUM SULPHITE, RECRYST.—One cwt., 21s. 6d. per cwt.; 56 lb. for 13s. 6d.; 28 lb. for 7s.

QUININE SALTS.—Convention prices continue unchanged: sulphate, 2s. 2d.; bisulphate, 2s. 2d.; ethyl carbonate, 2s. 9 $\frac{1}{2}$ d.; salicylate, 2s. 10 $\frac{1}{2}$ d.; hydrochloride, 2s. 8 $\frac{1}{2}$ d.; dihydrochloride, 3s.; hydrobromide, 2s. 8 $\frac{1}{2}$ d.; dihydrobromide, 3s.; valerianate, 3s.; hydrophosphate, 4s.; alkaloid, 3s. 10 $\frac{1}{2}$ d. per oz., carriage paid on bulk quantities; 100-oz. tins free, smaller packages extra.

RESORCIN.—The home makers' scale of prices is as follows: one cwt., 5s. 5d.; 56 lb., 5s. 6d.; 28 lb., 5s. 7d.; 14 lb., 5s. 9d.; 7 lb., 6s.; smaller quantities, up to 7s. per lb.

SANTONIN.—Still but little demand for quantities: quoted nominally at 15s. per kilo., with sellers at much less.

SODIUM BENZOATE.—Steady demand, market competitive: bulk quantities, 1s. 6d.; smaller parcels, 1s. 7d. up to 2s. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE.—Convention scales of prices are steady: spot, one cwt., 11s.; 28 lb., 11s. 3d.; 14 lb., 11s. 6d.; 7 lb., 11s. 9d.; smaller parcels, up to 12s. 3d. per lb.

SODIUM SALICYLATE (B.P.).—Makers' quotations unchanged: moderate business: home trade, crystals or powder, five cwt., 1s. 5 $\frac{1}{2}$ d.; one cwt., 1s. 6d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s.; 1 lb., 2s. 3d. per lb.

SULPHONAL.—Modest spot demand: crystals or powder, two cwt., 15s. 5d.; one cwt., 15s. 11d.; 56 lb., 16s. 1d.; smaller parcels, up to 16s. 7 $\frac{1}{2}$ d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Makers' quotations unchanged: British makers quote at 1s. 1 $\frac{1}{2}$ d. per lb., less 5 per cent. discount. Dealers offering foreign materials at competitive prices.

SIRYCHNINE.—Makers' prices for home trade have again been reduced. The new scales are as follows:—

Contracts or Spot Lots of	Under 1 cwt.	PRICE PER CWT.					Under 100 oz.	100 oz. and under 1,000 oz.
		1 cwt. and under $\frac{1}{2}$ cwt.	$\frac{1}{2}$ cwt. and under 5 cwt.	5 cwt. and under 10 cwt.	10 cwt. and under 20 cwt.	1 ton and under 5 tons		
		1 cwt.	1 cwt.	1 cwt.	2 cwt.	5 cwt.		
Minimum Deliveries off contract of	—	1 cwt.	1 cwt.	1 cwt.	2 cwt.	5 cwt.	Per oz.	Per oz.
Tins, 1 $\frac{1}{2}$ lb. ... per cwt.	112/6	108/-	107/-	104/-	103/-	99/-	s. d.	s. d.
Tins, 28 lb. ... "	109/6	105/6	104/6	101/6	100/6	96/6	1 8	1 7
Tins, 56 lb. ... "	106/6	103/-	102/-	99/-	98/-	94/-	1 7	1 6
Drums, 1 cwt. (charged 20/-) "	—	98/6	97/6	94/6	93/6	89/6	1 10 $\frac{1}{2}$	1 9 $\frac{1}{2}$
Drums, 2 $\frac{1}{2}$ cwt. (" 60/-) "	—	—	95/6	92/6	91/6	87/6	1 9 $\frac{1}{2}$	1 8 $\frac{1}{2}$
Drums, 5 cwt. (" 75/-) "	—	—	—	92/-	91/-	87/-	1 10 $\frac{1}{2}$	1 10
Drums, 10 cwt. (" 100/-) "	—	—	—	—	90/6	86/6	1 9 $\frac{1}{2}$	1 9 $\frac{1}{2}$
5 cwt. and under 10 cwt.	—	—	—	—	—	—	1 4 $\frac{1}{2}$	1 3 $\frac{1}{2}$
Extra per cwt. for smaller deliveries ex contract than as above specified	2 cwt. and under 5 cwt. ...	—	—	—	—	—	3 4 $\frac{1}{2}$	3 3 $\frac{1}{2}$
1 cwt. and under 2 cwt. ...	—	—	—	—	—	—	1 4 $\frac{1}{2}$	1 4
Under 1 cwt. ...	1/-	1/-	1/-	1/-	1/6	2/-	1 0 $\frac{1}{2}$	1 0 $\frac{1}{2}$

25-oz. tins free, 1-oz. bottles 2d. each extra. Terms: net, 30 days. Contracts cannot be accepted.

VANILLIN.—Convention prices are unchanged: five cwt., 12s. 5d.; one cwt., 12s. 8d.; 56 lb., 13s.; less than 56 lb., 13s. 2d. per lb. Rather more inquiry reported.

## Crude Drugs, etc.

AGAR.—Spot business slow; shipment quotations steady: spot, Kobe, No. 1, 3s. 2d. to 3s. 4d.; No. 2, 3s. 2d. Yokohama, No. 1, 3s. 2d. per lb., shipment; Kobe, No. 1, March-April, 2s. 6 $\frac{1}{2}$ d.; May-June, 2s. 7 $\frac{1}{2}$ d.; June-July, 2s. 7 $\frac{1}{2}$ d.; No. 2, 2s. 4d.; Yokohama No. 1, 2s. 4d. per lb., c.i.f.

ALKANET ROOT.—Dealers are quoting small spot parcels in the region of 45s. per cwt., ex store.

ALOES.—Average spot business reported at full prices: Cape, spot, 6s. to 64s.; shipment, about 62s. 6d. per cwt., c.i.f. Curaçao, spot, manufacturing quality, 13s. to 14s.; smooth black, turning, 14s.; livers, from 14s. 6d. to 15s. per cwt.; shipment, nominal, at 14s. per cwt., c.i.f.

ANTIMONY.—Market is quiet and Chinese is quoted cheaper. Chinese, crude, spot, £47; shipment, February-March, £40, c.i.f. English regulus, £81 to £82 per ton, ex store.

ARNICA.—Flowers are quoted at 1s. 4d. per lb. on spot and some root at 1s. 7d. per lb., ex store.

BALSAMS.—If available, Canada, on spot, would be fully 7s. 3d. to 7s. 6d.; shipment, 7s. 6d., c.i.f. Tolu, 1s. 8d.; Copiba, Para, 1s. 9d.; B.P., nominal; Peru, 4s. 6d. per lb., spot.

BELLADONNA.—Dealers have supplies of root, which are quoted at about 6s. per cwt. for small lots.

BENZOIN.—Small spot business. Sumatra, 70s. to 95s. per cwt., as to quality. Siam, medium almonds, £26; bean and pea, £22; pea, £20; grain, £15 per cwt., ex store.

BUCHU.—The shipment quotation for new crop leaves is at 1s. 8d., c.i.f., but a bid of a penny less might be accepted for a good quantity. Spot trade in old crop is slow and restricted to odd bale business. Rounds, 1s. 7d. to 1s. 9d.; ovals, about 1s. 7d. per lb., as to quality.

BURDOCK ROOT.—Dealers are quoting spot supplies at about 42s. 6d. per cwt., ex store.

CAMPHOR.—A quiet business, with values unchanged: Japanese manufacturing BB grade, £8 10s. per 100 lb., c.i.f. Japanese spot, tablets, 2s. 7 $\frac{1}{2}$ d.; powder, 2s. 4d.; slabs, 2s. 3 $\frac{1}{2}$ d. per lb., ex store; shipment, tablets, 2s. 3d.; powder, 2s. 1d.; slabs, 2s. 0 $\frac{1}{2}$ d. per lb., c.i.f.; English refined flowers, one cwt., 2s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 4s. 8d. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.;  $\frac{1}{2}$  oz.,  $\frac{1}{4}$  oz. and  $\frac{1}{2}$  oz., 3s. 6d. per lb.

CANTHARIDES.—Small spot business: Chinese, 2s. 2d. to 2s. 3d., as to quantity; shipment, 1s. 7d. per lb., c.i.f.

CARDAMOMS.—Prices quoted are again easier; business dull: Aleppy, green, spot, about 3s. 6d.; shipment, 2s. 3d. for f.a.q. the season and 2s. 5d. for f.a.q. Bombay seed, spot, 4s. 9d.; shipment, 3s. 6d., c.i.f. Mangalore seed, shipment, 3s. 4 $\frac{1}{2}$ d. per lb., c.i.f. A parcel of 30 cases of Ceylon bleached has arrived and will be put up for auction next week.

CASCARA SAGRADA.—A little spot business: 1937 peel, 55s.; old peel, 65s. to 70s. per cwt., ex store. The large parcel for shipment, for which bids in the region of 45s., c.i.f., are asked, is still available, with very low bids rejected.

CHAMOMILES.—Dealers are quoting white flowers at 170s. and second quality at about 120s. per cwt.

**CLOVES.**—Values show further recovery, market steady but quiet: Zanzibar, spot, 8½d.; shipment, March-May, 8½d. per lb., c.i.f. Madagascar, in bond, 7d.; shipment, March-April, 6½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended February 26 were *nil* and the deliveries 10, leaving a stock of 922. From January 1 to date the landings of Zanzibar have been 10 and the deliveries 157. Landings of Madagascar for the week ended February 26 were *nil*, and the deliveries 105, leaving a stock of 1,593. From January 1 to date the landings of Madagascar have been 14 and the deliveries 511 packages.

**COCOA BUTTER.**—Market remains quiet: prime English, 10½d. to 11½d. per lb.; foreign, 9d. to 10d. per lb., as to quantity and quality.

**COCONUT (DECORTICATED).**—Values about maintained, market rather quiet: spot, fine, 19s.; medium, 18s. per cwt.; shipment, halves, March-April, 17s. 9d. per cwt., c.i.f.

**COD-LIVER OIL.**—Bergen reports Lofoten fishing continues to be hindered by stormy weather. Results to February 28: 22,358 tons of cod and 9,581 hectol. of oil, compared with 31,946 tons of cod and 17,117 hectol. of oil on the same date in 1937 and 26,250 tons of cod and 12,214 hectol. of oil in 1936. The shipment market remains dull: finest Lofoten steam refined non-freezing medicinal oil, 90s. to 92s. per barrel, c.i.f. London. Small lots on spot, about 132s. 6d. per barrel, ex store, duty paid. British finest medicinal oil continues at the advance recently recorded, with the quotation now at 115s. per 25-gallon drum, delivered U.K., with rebates for 25 or more drums.

**COLCHICUM.**—Some root is available at about 50s. to 52s. 6d. per cwt.; seed, 1s. per lb.

**DERRIS ROOT.**—Business has been of little importance: spot, about 7d. per lb., on the basis of 17 per cent. ether extract; shipment market idle, quoted at about 5½d. per lb., c.i.f.

**DIGITALIS LEAVES.**—Small spot parcels are quoted in the region of 87s. 6d. per cwt., ex store.

**ERGOT.**—There is an easier tone in this market and shippers appear to desire to do business: Portuguese, shipment, 4s., c.i.f., and a near bid might be considered; spot, 4s. 3d. to 4s. 6d., as to quantity and seller. No Russian offered on spot.

**GAMBOGE.**—Dealers quoting Siam pipe on spot at £13 to £13 10s. per cwt., as to quality, duty paid.

**GENTIAN.**—Average spot demand for small parcels. Good clean French, 42s. 6d., and Continental, 40s. per cwt., ex store.

**GINGER.**—At the easier values the market is fairly steady: West African, spot, 43s.; shipment, for arrival, 34s. 6d. per cwt., c.i.f. Jamaican, spot, bold, in barrels, 82s. 6d. to 85s.; small grinding, in bags, 6os. to 62s. 6d. per cwt., c.i.f.

**GUM ACACIA.**—Business remains distinctly quiet: Kordofan, cleaned sorts, spot, 42s.; shipment, 38s. per cwt., c.i.f.

**HENBANE.**—Spot supplies quoted at 77s. 6d. to 80s. per cwt., ex store, for small spot parcels.

**HENNA.**—Remains in small demand: Egyptian, green, 31s.; brown, about 27s. 6d. per cwt., for fair qualities.

**HONEY.**—Most white grades are keeping fairly steady, but there is an easier tone for the manufacturing qualities of Jamaican; limited business reported: Jamaican, dark manufacturing, 35s. 6d. up to 47s. for pale set. Californian is held for 50s. duty paid, and any Canadian is steady at 55s. per cwt., ex store.

**HYDRASTIS.**—Small business reported on spot at 15s. to 15s. 3d.; shipment market neglected; quoted steadily at 15s. per lb., c.i.f.

**IPECACUANHA.**—Small business only, with quoted prices showing no material alteration: Matto Grosso, B.P., spot, 7s. 10½d.; shipment, about 7s. 3d. per lb., c.i.f.

**IRISH MOSS.**—Dealers quote spot supplies at about 45s. to 60s. per cwt. for small parcels of the best qualities.

**JALAP.**—Values are steady on spot, with some business recorded: 12 per cent., 1s. 3d.; 14.7 per cent., 1s. 4½d. per lb., ex store; shipment, basis, 15 per cent., 1s. 3½d. per lb., c.i.f.

**KOLA NUTS.**—African halves on spot quoted from 2½d. to 3d. per lb., as to quality. St. Lucia halves, about 4d. per lb. for good bright quality.

**LAVENDER FLOWERS.**—Supplies of good blue flowers are quoted on spot at 1s. 6d. per lb., ex store.

**LIQUORICE.**—Spot supplies of natural root at about 12s. 6d. per cwt. and decorticated at 35s. per cwt.

**LOBELIA HERB.**—Quieter demand this week, with values steady: spot, 6d. to 7½d.; shipment, new crop, 7½d. per lb., c.i.f.

**Lycopodium.**—Dealers quote the spot value in the region of 5s. 1d. per lb.

**MANNA.**—Dealers quote finest selected flake, in 1-lb. tins, about 3s. 6d. per lb.

**MENTHOL.**—A moderate business is reported, with the market about steady: K/S brands, 12s. 9d.; near afloat, 11s., c.i.f. Japanese shippers quote March-April at 11s. to 11s. 3d., c.i.f. as to brand, and there are re-sellers of January-March at 11s. per lb., c.i.f.

**MERCURY.**—First-hand quotations continue steady: London stocks available: f.o.b. Continent, 64 dollars; spot is cheaper at £12 15s. to £12 15s. 6d. per bottle, ex store, London.

**OPIUM.**—A limited business, values steady: Turkish, original cases of 170 lb., 13 per cent., 1s. 1d.; Iranian, 12 per cent., 1s. 1d. per unit, landed and duty paid.

**ORANGE PEEL.**—Some new crop thin cut, bright colour, offering in bond at about 1s. per lb.

**PEPPER.**—Values are better on the week; market steady, business quiet: Lampong, in bond, 2½d.; shipment, March-May, 2½d.; April-June, 2½d.; May-July, 3d., c.i.f. Tellicherry, spot, 4d.; shipment, March-April, 33s. 6d., c.i.f. Aleppy, spot, 3½d.; shipment, March-April, 34s., c.i.f. White Muntok, in bond, 4½d.; shipment, March-May, 4½d.; April-June, 4½d., c.i.f. London Terminal Market: Black: March, 2½d.; May, 3d.; July, 3½d. White, March, 4½d.; May, 4½d.; July, 4½d. per lb.

**PIMENTO.**—Values steady, market quiet: spot, 7½d. per lb.; shipment, March-May, 69s. per cwt., c.i.f.

**RHUBARB.**—A fair business on spot in Shensi; market steady and very few shipment offers. Shensi, best quality, 4s. 9d. to 5s. 3d.; old, very slightly wormy, 4s. to 4s. 6d.; and pickings, 4s. per lb. Rough round, spot, 2s. 4½d. to 2s. 7d. per lb., as to quality; shipment, ordinary quality, 1s. 11d. per lb., c.i.f.

**RUBBER.**—Market has been quiet, and values show a slight loss on the week. Standard ribbed smoked sheet, spot, 7½d.; March, 7½d.; April, 7½d.; May, 7½d.; June, 7½d.; July-September, 7½d.; October-December, 7½d. per lb.

**Saffron.**—Market steady; business quiet: genuine Valencia from 67s. to 70s. per lb., ex store.

**SARSAFARILLA.**—Some bales of Jamaica native red quoted from 1s. 2d. per lb. No grey offering.

**SCAMMANTHA ROOT.**—A limited business, spot values steady: 15.3 per cent., 30s.; 17.45 per cent., 35s. per cwt., ex store.

**SEEDS.**—**ANISE.**—Spot, duty paid, Spanish, 62s. 6d.; Bulgarian, 45s.; Syrian, 44s. **CANARY.**—All prices quoted are spot, duty paid. Mazagan, 18s. 6d.; Plate, 17s. 6d.; Turkish, 18s.; Spanish, according to quality, 25s. to 47s. 6d. **CARAWAY.**—Dutch, spot, 33s. 6d., duty paid; 28s. 6d. quoted f.o.b. Holland. **CORIANDER.**—Morocco is offered at 22s. 9d. on spot, duty paid. **CUMIN.**—Spot, Malta, 42s. 6d., duty free; Morocco, 40s., duty paid. **FENUGREEK.**—Morocco on spot quoted at 13s. 6d., duty paid. **MUSTARD.**—English, 21s. to 32s. 6d. per cwt., according to quality.

**SENEGA.**—Spot business has been moving quietly at full prices and the market continues firm: spot, 2s. 5d. to 2s. 7d., as to quantity; shipment, if available, from 2s. 6d. per lb., c.i.f. New York reports stocks cleared.

**Senna.**—Business has been moderate, with quotations for all descriptions unchanged: Tinnevelly leaves offer on spot as follows: bold, at 6½d.; No. 1, at 5½d.; No. 2, at 3½d.; No. 3, at 2½d.; No. 4, at 2½d. per lb. for fair colour. Tinnevelly, hand-picked pods: best palish quality is available at 6d. per lb., with dark quality at 3½d. to 4d. per lb. Alexandrian hand-picked pods.—It would appear that the crop this season will be on the small side. Arrivals of consignments of new crop this season have been much smaller than formerly. No really fine bold selected pods are yet available, and the few consignments that have reached here show a very mixed grading. Old crop pods offer on the spot as follows: No. 1, at 2s. 6d. to 4s.; No. 2, at 2s. 3d. to 2s. 9d.; No. 3, at 1s. 6d. to 2s., with lower grades from 11d. to 1s. 3d. per lb., ex wharf, London.

**SHELLAC.**—Rather quiet, with values easier on the week: spot, standard TN orange, 41s. 6d. to 44s. 6d.; fine orange, 57s. 6d. to 107s. 6d.; pure button, 55s. to 60s. per cwt. For delivery, TN, March, 40s. 6d.; May, 42s. For arrival, TN, March-April, 40s. 6d. per cwt., c.i.f.

**SLIPPERY ELM BARK.**—Quoted unchanged, quiet: grinding quality, 6½d.; clippings, 8½d.; selected loose slabs, 1s. 2d.; 5-lb. wired bundles of selected quality are firm at 2s. 3d. per lb., ex store.

**SQUILL.**—Dealers quoting fair white at 27s. 6d. per cwt. for small parcels.

**TONKA BEANS.**—Dealers are quoting fair frosted Para beans at about 3s. 3d. to 3s. 4½d. per lb., ex store.

**TRAGACANTH.**—This market has had a quiet week, with quotations for all grades of gum unchanged.

**TURMERIC.**—Steady to firm conditions prevail in this market. Madras finger, spot, 19s.; shipment, prompt, 25s.; new crop, April-May, dearer at 23s. per cwt., c.i.f. Rajapore, shipment, about 24s. per cwt., c.i.f.

**WAXES.**—**BEES'.**—Market has been quiet throughout: Calcutta, bleached, spot, 135s.; shipment, March-April, 130s., c.i.f.; ordinary quality, spot, 110s.; shipment, March-April, 103s. per cwt., c.i.f. Benguela, in bond, 105s.; shipment, March-April, origin, 97s., c.i.f. Conakry, spot, 105s.; shipment, March-April, 98s., c.i.f. Dar-es-Salaam, spot, 117s. 6d.; shipment, March-April, 108s. **CARNAUBA.**—Market has been dull: fatty, grey, spot, 152s. 6d.; afloat, 147s. 6d.; shipment, March-April, 144s., c.i.f. Chalky, grey, spot, 150s.; afloat, 146s.; shipment, March-April, 142s. 6d., c.i.f. **Primeira.** spot, good quality, 205s.; afloat, 190s.; shipment, March-April, 177s. 6d., c.i.f. **Mediana.** spot, 185s.; shipment, 170s. per cwt., c.i.f.

**Essential and Expressed Oils, etc.**

SOME products in this market have received a little more inquiry, but, generally, the tone is quiet, with quotations becoming competitive in some directions.

**ANISE (STAR).**—Spot, leads, if available, 4s. 10½d.; tins, 4s. 4½d. to 4s. 6d.; drums, about 4s. 3d. per lb., ex store; shipment, re-sellers, drums, 3s. 11d.; tins, 4s. per lb., c.i.f.

**AVOCADO PEAR.**—This Californian oil is quoted on spot from 47s. to 54s. per gallon, as to quantity, ex store.

**BERGAMOT.**—There is little to comment upon in this market. Consignment shipment price for new crop oil continues steady at about 14s. 9d. to 15s. per lb., c.i.f. Spot values of small quantities are in the region of 15s. per lb., ex store.

**BOIS DE ROSE.**—The spot demand has been quiet: Brazilian oil at about 5s. 9d. per lb., and smaller quantities up to 6s. 4½d. per lb.

**CAJUPUT.**—Dealers' prices are competitive; business unimportant: B.P., 2s. 3d. to 2s. 6d. per lb., as to quantity.

**CANANGA.**—Occasional spot inquiry: spot, about 5s. 6d., with smaller parcels up to 5s. 9d. per lb.; shipment, 4s. 9d. per lb., c.i.f.

**CARAWAY.**—Market is steady but quiet: Dutch rectified, 7s. to 7s. 6d.; crude, 6s. 6d. to 7s. per lb., landed and duty paid.

**CASSIA.**—Spot business continues very limited: spot, leads, about 3s. 6d.; shipment, leads, 3s. 1d.; drums, 2s. 11d. per lb., c.i.f.

**CINNAMON LEAF.**—Rather more interest shown in shipment offers of Ceylon oil, which continues steady at about 2s. 6d. per lb., c.i.f.

**CHITRONELLA.**—There has been a sudden jump in the Java oil for shipment and the source reports large sales, with practically all oil sold up to June. Ceylon oil quiet. Ceylon, spot, drums, 1s. 6d.; smaller parcels, up to 1s. 9d. per lb.; shipment, drums, 1s. 4½d. per lb., c.i.f. Java, spot, drums, 1s. 10½d. to 2s.; smaller parcels, up to 2s. 3d.; shipment, drums, firm at 1s. 7d. to 1s. 7½d. per lb., c.i.f.

**CLOVE.**—The shipment market for Madagascar oil is now fairly steady at about 2s. 5d. per lb., c.i.f.: spot, drums, 3s. 3d.; small parcels, up to 3s. 10½d. per lb.

**EUCALYPTUS.**—Continues competitive, with little business in the shipment market: Australian, 70 to 75 per cent. tins, 1s. 6½d. to 1s. 7d.; drums, 1s. 5½d., 80 to 85 per cent., drums, 1s. 9½d. per lb., landed; higher prices for small lots on spot. Shipment, 70 to 75 per cent., tins, 1s. 3½d.; drums, 1s. 3d.; 80 to 85 per cent., 1s. 6½d. per lb., c.i.f.

**HO (SHIU).**—A limited spot demand reported: "improved" quality, in drums, 4s.; "extra" quality, 4s. 3d., in drums; shipment, "extra" quality, 3s. 10½d. per lb., c.i.f., in drums.

**JUNIPER BERRY.**—Spot quotations vary as to quality, with genuine oil ranging from 3s. 3d. to 4s. per lb., as to quantity.

**LAVENDER.**—A modest spot business, with prices varying as to quality: French, 38 to 40 per cent., about 16s. per lb. Lavandin, 7s. 6d. to 8s. per lb., ex store.

**LEMON.**—There seems to have been no material improvement in demand for new crop Sicilian oil in this market. Quotations coming to hand this week are again on a rather lower level, ranging from 10s. 7½d. up to 11s. 9d. per lb., c.i.f., as to brand, in bulk quantities. On spot there are sellers of old crop oil from about 10s. 6d. to 11s. 9d. per lb., as to quantity and quality. Thursday: Unofficially reported from Rome that it has been decided to issue Decree authorising Lemon Consortium; date of commencement of control not yet fixed. Californian, regular quality, in small drums, 6s. 4d. per lb., landed.

**LEMONGRASS.**—Shipment market remains neglected and is nominally unchanged at 1s. 6½d. per lb., c.i.f.: spot, from 1s. 9d. to 1s. 10½d. per lb., ex store.

**LIME.**—Spot West Indian distilled is quoted unchanged at 26s. to 27s. 6d. per lb., ex store.

**MANDARIN.**—New crop oil is rather dearer at the source for the finest quality oil at up to 22s., c.i.f.; other qualities, from 19s. per lb., c.i.f.

**NUTMEG.**—American and Dutch oils remain quiet; quoted at 5s. 3d. to 5s. 6d. per lb., as to quantity.

**OLIVE.**—Market is firm, with a fair business passing: B.P., 1 per cent., 6s.; 2 per cent., 5s. 11d. per gallon, in 45/50-gallon drums. French, edible quality, 75s. for cases of 10 one-gallon tins and 78s. for 20 half-gallon tins; 6s. 6d. per gallon in 50-gallon drums.

**ORANGE.**—The shipment market for new crop French Guinea oil continues nominal, with no offers from the Coast; re-sellers of afloat oil at 3s. 1½d., c.i.f. A report suggests that producers have a fair quantity of oil unsold and that they are holding for better prices: spot, drums, 3s. 7½d. to 3s. 9d.; small lots of repacked oil, up to 4s. 6d. per lb. Californian, spot, one case, 4s. 6d.; two or more cases, 4s. 3½d.; small drums, 4s. 2d.; large drums, not quoted, per lb., landed. Another report from California offers a large quantity of cold-pressed or distilled oil, in large drums, at about 3s. 6d. per lb., c.i.f.

**PALMAROSA.**—Market quiet, shipment offers are in the region of 7s. 3d., c.i.f.; spot sellers, at about 8s. 3d. per lb., ex store.

**PATCHOULI.**—Occasional small spot business: Singapore, about 14s. 6d.; shipment, 13s. 6d. per lb., c.i.f. Seychelles, 11s. 6d.; shipment, about 10s. 9d. per lb., c.i.f.

**PEPPERMINT.**—Business in the Japanese oil has been rather quiet this week; market continues steady: spot, 4s. 7d. to 4s. 9d., as to brand and seller. Some near afloat parcels are being pressed for sale at about 4s. 3d., c.i.f. Japanese shippers quote March-April and April-May at 4s. 3d. to 4s. 4d., c.i.f. American natural oil, in drums, remains very quiet: shipment about 2 dollars to 2 dollars 15 cents per lb., c.i.f., as to brand.

**PETITGRAIN.**—A small spot business reported: spot, cases, 4s. 2d. to 4s. 3d.; shipment, 3s. 10d. per lb., c.i.f.

**RAISIN SEED.**—Spot supplies of Californian are quoted from 2s. 4d. to 2s. 6d. per lb., ex store, according to quantity.

**ROSEMARY.**—Rather easy as quoted: genuine Spanish oil quoted from 3s. up to 3s. 7½d. per lb., as to quality and quantity.

**SANDALWOOD.**—Genuine East Indian Mysore, in one-case lots, continues steady at the advance recently recorded: 20s. 6d. per lb. East Indian is steady at 17s. 6d. per lb., c.i.f., for bulk quantities. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, 7s. 3d. per lb. Australian, steady at 15s. 3d. per lb., for 7-lb. tins; one case at 14s. 9d. and five cases at 14s. 6d. per lb.

**SASSAFRAS.**—Quoted from 3s. 4d. to 3s. 9d. per lb. for the finest genuine American oil.

**SPEARMINT.**—Business modest, quoted unchanged: U.S.P. oil, spot, 8s. 4½d.; shipment, 7s. 6d. per lb., c.i.f. Other quality oils at cheaper prices.

**SPIKE.**—Genuine Spanish oil of good quality is fully steady at 5s. 9d. to 6s., with one holder asking up to 6s. 3d. for fine quality oil.

**WORMSEED.**—Dealers' prices for U.S.P. quality oil steady: spot, about 11s. 3d.; shipment, 10s. 5d. per lb., c.i.f.

**WORLD MINERAL INDUSTRIES—No. 10****Magnesite**

THE following table of world production is given in a Statistical Summary of production and exports of the world's mineral industries, published by the Imperial Institute, London, S.W.1 (price 7s. 6d.):—

Producing Country and Description	1934	1935	1936
<b>BRITISH EMPIRE</b>			
Union of South Africa—	Tons	Tons	Tons
Crude ... ... ...	1,641	1,462	1,667
Canada—			
Crude ... ... ...	26,953	26,700	(d)
India—			
Crude ... ... ...	14,975	16,984	15,468
Australia—			
Crude ... ... ...	15,923	16,071	17,615
<b>FOREIGN COUNTRIES</b>			
Austria—			
Crude ... ... ...	254,301	295,569	391,494
Caustic (c) ... ... ...	26,736	43,042	57,621
Dead-burnt (c) ... ... ...	64,010	93,029	97,025
Bricks (c) ... ... ...	28,328	38,172	42,015
Czechoslovakia—			
Crude (b) ... ... ...	8,698	9,317	8,545
Calcined (b) ... ... ...	23,151	28,703	34,957
Greece—			
Crude ... ... ...	69,276	92,085	118,000
Caustic (c) ... ... ...	13,943	18,807	(a)
Dead-burnt (c) ... ... ...	5,888	6,162	(a)
Italy—			
Crude ... ... ...	1,083	1,231	3,105
Calcined (c) ... ... ...	—	653	—
Germany (Prussia)—			
Crude ... ... ...	10,836	13,600	14,789
Norway—			
Crude ... ... ...	2,461	2,486	3,067
Calcined (c) ... ... ...	659	603	544
Bricks (c) ... ... ...	660	787	607
U.S.S.R.—			
Crude ... ... ...	474,000	(a)	(a)
Yugoslavia (Serbia only)—			
Crude ... ... ...	24,690	29,286	38,392
Calcined ... ... ...	9,611	11,475	13,910
United States—			
Crude ... ... ...	90,154	158,173	184,928
Caustic (sales) (c) ... ...	3,670	5,401	7,141
Dead-burnt (sales) (c) ...	37,458	64,677	80,338
Korea—			
Crude ... ... ...	3,118	2,372	(e) 6,809
Manchukuo—			
Crude ... ... ...	71,000	154,000	203,000
Turkey—			
Crude ... ... ...	618	1,075	2,247

(a) Information not available. (b) Exports less imports. (c) Derived from crude shown, and not additional. (d) Production recorded by value only (£154,583). (e) Exports.

# Correspondence

Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

## The Herbert Skinner Testimonial

SIR.—Owing to numerous requests the Appeal Committee have decided to afford to all interested friends an opportunity to contribute to a testimonial to Mr. Herbert Skinner on the occasion of his retirement after twenty-five years' service as honorary secretary of the North London Pharmaceutical Association. Will those who have not already responded to this appeal please send their contribution to the honorary treasurer, Mr. J. J. Tyrrell, 33A Cecil Road, N.10, before March 21, so that the Committee can make arrangements for a presentation to Mr. Skinner at the annual dinner on March 31.

Yours faithfully,

A. E. FOOTITT.

London, N.

## A Reply to Mr. Parry

SIR.—Regarding the report of the speech made at Carlisle by Mr. Parry (*C. & D.*, February 26, page 229), as he has chosen to raise this matter which I hoped was finished with so far as he was concerned, I feel bound to deal with some of the misleading statements he made. Mr. Parry referred to the Jenkins case. He should have quoted the Judge's own statement in regard to the Society's position. The Judge made it clear that whilst the Society could, in his opinion, act as regards individuals in protecting those who carry on the business of chemists and druggists, it could not act in any way as a trade union would in the collective sense, because obviously, its members' interests were not all the same and tended to conflict. In other words it could not be a proprietor chemists' organisation because of the employee membership. Mr. Parry also is reported as saying that if it were possible to pay a sixpenny dispensing fee at the commencement, it should be obtainable now. In this matter, if correctly reported, Mr. Parry betrays a lamentable ignorance of the original contract conditions, and there are many thousands of chemists who know that no such fee was paid at the commencement. It is surprising that Mr. Parry, the secretary of a pharmaceutical committee, should fall into this error. Further, Mr. Parry suggests that he does not blame the N.P.U. because it has done its best. He says it has been "turned down so often" that it has developed the "chemist's mentality." First of all, the N.P.U. has not been "turned down so often." The record since 1921 proves this. The statement was intended apparently to be a suggestion of weakness, and chemists generally will not take it as a compliment. Nevertheless, so far as I am concerned, as executive officer of the N.P.U., I accept it as a compliment, because we who belong to the N.P.U. have kept ourselves in touch with chemists in every sense, and have not had our heads in the clouds. We do not regard ourselves as superior to those whom we represent, and whose wishes we are all the time interpreting and implementing in one way or another.—Yours faithfully,

G. A. MALLINSON,

Secretary, National Pharmaceutical Union.

London, W.C.1.

## Price Maintenance

SIR.—The speakers at the meeting of the Thames Valley Pharmacists' Association (*C. & D.*, February 26, p. 232) are to be congratulated upon their temerity in discussing such a question as "Has the Proprietary Articles Trade Association Outlived its Usefulness?" I gather that the proposition was negatived by a large majority, but no doubt the discussion served its purpose in airing a question which is usually answered in the negative without a discussion. I note on the part of many of the younger pharmacists a restlessness at what they sometimes term the "restrictions" imposed by the P.A.T.A. regarding the sale of proprietaries. They seem to imagine that free trade in, and no maintained prices for, these articles may be an ideal state of affairs. They listen incredulously to men who were in business before the inception of the P.A.T.A. and who tell them of the almost unbelievable cutting that took place. We suffer to-day from too great a complacency regarding price maintenance. It has been in evidence for close on fifty years and, like all established systems, it is taken too much for granted. It is true that it has brought prosperity to both

manufacturer and wholesaler, but it has most beneficially affected the retailer. The sale of proprietaries at protected prices provides bread and butter for the average pharmacist. The turnover is quick, and the profit margin is good for such rapidly moving lines.

Those of us who are in touch with current happenings know, however, that there is a school of cutters, often supplied by retailers, and that these are developing a lucrative business in supplying cut-price stores. They have their own motor transport and travel very far afield to get supplies of goods. There appears also to be some organisation for removing code marks, or what are taken to be code marks. The extraordinary thing is that the buyers do not mind these mutilations. I have seen well-known preparations minus the transparent wrapping, with three code marks neatly cut out and with every evidence that the packing has been tampered with. It is quite possible, however, that members of the public who patronise these traders are aware that if they pay a lower price they must expect to get some mutilation of the package. I heard of an amusing incident a few days ago. A well-known firm of manufacturers was asked by a member of the public over the 'phone whether the price charged to her by a retail chemist for an article was correct at 10d. She was assured that it was the fixed and protected price. "Thank you," said she. "I have been swindled. I could have got it at —, a cutting store, for 9d." Curious psychology when the correct price is regarded as an overcharge. The co-operative societies appear to be giving most trouble to-day because of their practice of giving dividend on P.A.T.A. and price-maintained goods. I do not regard much of this as wilful, but caused by the inability of the assistant to distinguish the price-protected articles from those not so protected. Some bold statement on the package to the effect that the price is net and not subject to discount or dividend seems to be indicated. I believe this is already being done in a few cases.—Yours faithfully,

PROTECTIONIST (28/2).

## Wheat Germ Oil for Poultry

SIR.—We have noted with interest the note on the veterinary use of wheat germ oil which appeared in the *C. & D.*, February 26, p. 256. Whilst the article is of extreme interest to us as suppliers of biologically assayed and stabilised wheat germ oil we find that we are unable to agree with the remark that wheat germ oil will not increase egg production in poultry. This remark seems contradictory to the findings of L. E. Card, of the University of Illinois, who demonstrated that fowls reared on a ration treated with a ferrichloride solution in ether to destroy the vitamin E content of the feed laid fewer eggs, and even of the eggs that were laid not a single one hatched. When the vitamin E was restored to the ration an immediate and marked improvement was reported, and the following summary and conclusions are represented: "These results seem to show clearly that vitamin E is essential to normal reproduction and hatching of the fowl. When the oil feeding was discontinued there was a marked falling off in hatching power and production in egg laying." These results are further confirmed by Mitchell and Hamilton, and the total findings were presented in a contribution which appeared in *Poultry Science Proceedings* at the twenty-second annual meeting.—Yours faithfully,

F. W. BERK & CO., LTD.,  
R. G. FLETCHER.

London, E.C.3.

## Sunday Business in Ireland

SIR.—With reference to the recent meeting between representatives of the Irish Drug Association and the Irish Medical Union reported in your issue of February 26 (p. 234), it is there stated that Mr. Brady (president) "spoke at length upon the effect of the present shops legislation on the business of the pharmacist," following which Dr. Flood, the medical chairman, is reported to have suggested approaching the appropriate Minister and promised the support of the Medical Union. So far so good, but if your report is correct Dr. Flood complained that the recent alterations in chemists' hours were inconsiderate, "as most doctors would prefer chemists' shops open on Sunday afternoons instead of in the forenoon," and

made a suggestion regarding a rota system. Now mark the following from your report: "Mr. Brady, on behalf of the I.D.A., stated that his Association would investigate these matters." As things stand at present the I.D.A. have an agreement with the Assistants' Union covering hours of business in Dublin area. Why should the I.D.A. deputation undertake to investigate this matter? Surely the hours of business of the pharmacist are the domestic concern of pharmacy. Has the Irish Medical Union ever consulted pharmacy regarding the most suitable hours for consultation? What reply would the I.D.A. get if they suggested that the present hours of consultation arranged by doctors are not suitable for pharmacists? It is well known in Dublin that certain individuals are not satisfied with present hours of opening. Does this move on the part of the I.D.A. indicate minority rule or a desire to break the present agreement? If the I.D.A. were really worried regarding opening on Sunday mornings under the new Shops Acts, the appropriate body to consult would be the Assistants' Union, so as to have the support of organised labour. Pharmacists have not got a monopoly of the sale of drugs. Pharmacy is not a Government service. Why, then, accept dictation regarding opening on Sunday afternoons? The Medical Union might as well suggest keeping chemists' shops open till midnight! It is not reported that Mr. Brady suggested approaching the Assistants' Union. Of course, the report may not be exhaustive. But I don't imagine the one-man pharmacist will thank the I.D.A. for the suggestion of Dr. Flood. I sincerely hope there is not more than meets the eye in this conference. The Assistants' Union may have something to say!—Yours faithfully,

CONUNDRUM, M.P.S.I. (1/3).

## Points from Letters

### Appreciation

Thanks for your kind and helpful letter to hand; we shall reciprocate at first opportunity.—L. J. H. (1/2).

### Redundancy and Competition

SIR.—Mr. Somerville's article, followed by the letters of "Nunquam" and "Retailer," in last week's issue (p. 255), must have caused many pharmacists—especially those unemployed—to rub their eyes. Opinion is unanimous, I think, that there is a definite redundancy of pharmacies and an even greater excess of pharmacists. Yet here are defenders of the craft alarmed when the possibility of relief from this position shows itself. Simultaneously to deplore present remuneration and the new tendency for competitive units to decrease in number is hopelessly muddled. That is, unless it is solely the large-scale employer of labour that is being considered.—L. W. (27/2).

### Insurance Dispensing Contract

Referring to your article on "Pharmacy Prospects from a Retrospect" (C. & D., February 26, p. 243), it can well be understood that the Government is not likely to open dispensaries to handle Insurance prescriptions, if only for the reason that the cost of doing so would be considerably in excess of the money allotted to the drug fund, even if with unexpected generosity they were to enlarge the fund sufficiently to increase the chemists' dispensing fees to a figure more in comparison with the value of the work. And the panel doctors are doing very well without dispensing medicines.—*Publicist* (26/2).

### Shopping Centres

One frequently sees advertisements offering shops in new shopping centres with the notice that only one shop of each trade is allowed. This statement is often misleading. At one such place known to the writer the builder had inserted this clause in agreements and the following shops opened: grocer, butcher, fishmonger and greengrocer (combined), chemist, ironmonger, and a mixed shop (newspapers, library, sweets, pastries, tobacco). Of these only one is doing well. The mixed shop sells milk and meat pies and so is allowed to keep open after the regular closing time; it is also open at certain hours on holidays for the sale of newspapers. At such times the proprietor sells anything he is asked for. He stocks items belonging to every other trade in the centre except butchery, and so the public can put off buying olive oil, tinned goods, etc., until they go for their pies or cooked meats, whereas the legitimate dealers are closed by law.—F. J. A. E. (28/2).

## Miscellaneous Inquiries

We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

**F. W. W. (14/2).**—**OXIDISATION.**—The word "oxidation" appears to have been the scientific word used for very many years, but the "Shorter Oxford Dictionary" includes it only as a variant of "oxidisation," which is thus given a greater importance. Both words have the sanction of high authorities.

**R. L. (28/2).**—**WOOD FILLERS.**—The following formulas, which are used in the preparation of wood fillers, may be of assistance to you:—

	I	III
Resin	7	Resin
Carnauba wax	3	Wax
Hard paraffin	100	Venetian red
		To be used while hot.
Slaked lime	1	
Flour	2	
Boiled oil to make a thick paste.		

**H. M. G. (28/2).**—**WATER SOFTENING.**—The best course would seem to be the installation of a small water softener of the base-exchange type as supplied for domestic purposes, provided sufficient pressure could be obtained from the pump. An alternative method would be to mix thoroughly a tankful of the natural water with lime. Allow the mixture to settle and decant the clear supernatant water. This principle is adopted in large-scale water softening plant, the lime precipitating the soluble calcium bicarbonate, which causes the "hardness," as insoluble calcium carbonate. The subject of water softening was dealt with extensively in THE CHEMIST AND DRUGGIST, January 29, pp. 130-132.

**M. M. (19/5).**—**TITLE TO PRESCRIPTIONS.**—A prescription is usually regarded as the patient's property unless there are specific conditions applying which preclude this assumption. If the prescription is an order to the chemist to dispense certain medicine for a particular patient (as under the National Health Insurance scheme), the order is retained and later becomes the property of the Insurance Committee. Under the Dangerous Drugs Act Regulations, the prescription must be retained by the chemist and kept for two years. In this case the right of the patient to own the prescription is denied by law. The Pharmacy and Poisons Act, 1933, directs that prescriptions for poisons named in the Fourth Schedule (the barbiturate group) must be retained and kept on the premises on which they have been dispensed, in such manner as to be readily available for inspection; exceptions are made for health prescriptions, and prescriptions which may be dispensed again.

## Retrospect of Fifty Years Ago

Reprinted from  
"The Chemist and Druggist," March 3, 1888

### Photographic Exhibition

A very attractive and interesting exhibition was opened in the Crystal Palace last week, which, according to the official catalogue, is entitled "The Great Photographic Exhibition and Lantern-slide Competition." The show is divided into two sections, one devoted to "Apparatus" and the other to "Art." Both indicate in a wonderful manner the immense progress which has been made in photography during the past decade. The art section contains close upon a thousand different pictures in all styles, from microphotographs of bacteria to the life-size portrait of Buffalo Bill, and as a large proportion of the pictures are the work of amateurs, it may be expected that the exhibition will foster the popular craze. The introduction of sensitive plates is the principal cause of the recent great development in photography; they have made the art a pleasure to the amateur, have increased the possibilities of the professional, and have sharpened the wits of the manufacturers of apparatus by creating a demand for perfected cameras and accessories. Lantern-slides are one side of the development, and akin to them is the comparatively recent development of microphotography, which is no longer the reserved field of the specialist. The art section of the exhibition, although of great interest, does not call for special comment here further than that we notice in it some excellent work from a few pharmacists and medical men.

**THE POLICY OF A FAMOUS PHARMACEUTICAL HOUSE**

*International Chemical Company Limited.*  
MANUFACTURING CHEMISTS  
SOLE DISTRIBUTORS OF BISURATED MAGNESIA

Braydon Road.  
(OPPOSITE CLAPTON COMMON)  
London. N.16.

March 5th, 1938.

Dear Sir, OLD FRIENDS ARE BEST

My Company can be regarded as old established friends of all Chemists, as, during the past twenty-five years, it has enjoyed the confidence and goodwill of the trade. During this period, our policy has been to create, by means of consistent and widespread advertising year in and year out, a greater demand for our fine products.

Cases are continually coming to my notice of greatly increased sales being made by Chemists who prominently display our products and artistic display material, thus proving, in these days of intensive competition, that it pays to support those manufacturers who allocate a substantial part of their turnover to the creation of public demand by intensive national advertising.

Yours faithfully,

*A. J. S. Somley.*

Managing Director

P.S. Are you displaying the new 1/- tin of  
ALKIA SALTRATES TABLETS? This looks  
like being our biggest seller.

**INTERNATIONAL CHEMICAL CO., LTD.**

BRAYDON ROAD · LONDON · N.16.

Distributors of the following well Advertised High Class Pharmaceutical Products :

BISURATED MAGNESIA  
ALKIA SALTRATES  
REUDEL BATH SALTS & CUBES  
NEMOLIN OINTMENT  
BAN-O-DOR  
LAVONA HAIR TONIC

PINEATE Brand Honey COUGH-SYRUP  
LIMESTONE PHOSPHATE  
FREEZONE Brand CORN REMOVER  
NEMAKOL NASAL COMPOUND  
BISUROIDS LAXATIVE TABLETS  
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**PETROLEUM JELLIES**

WHITE, LEMON, YELLOW, AMBER, RED, GREEN

**WHITE & COLOURED OILS**

YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

**LIQUID PARAFFIN**COLOURLESS, TASTELESS, ODOURLESS  
ALL SPECIFIC GRAVITIES

B.P. AND TECHNICAL QUALITIES

*Wholesale Trade only***STERNS LTD.**

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Telephone: NATIONAL 7644 (7 lines)

Telegrams: "CENTUMVIR, PHONES, LONDON."



# MAWDSLEYS

for SUNDRIES

When next you are in the market for Sundries it  
will pay you to examine our range before ordering

D. MAWDSLEY & CO., RIGA STREET, SHUDEHILL, MANCHESTER 4



## TO PHARMACISTS OF THE NORTH WE OFFER

PROMPT SERVICE: KEEN PRICES: SOUND QUALITY, AND FREQUENT MOTOR VAN  
DELIVERIES IN THE TYNE, WEAR AND TEES AREAS.

For fuller particulars consult page 66  
THE CHEMIST & DRUGGIST DIARY AND YEAR-BOOK, 1936

BRADY & MARTIN, Ltd. Northumberland Rd., NEWCASTLE-ON-TYNE



# Antiphlogistine

Brand Dressing

HUMAN & VETERINARY  
MADE IN ENGLAND

Write for Special Quantity Terms

The Denver Chemical Mfg. Co., Carlisle Road, London, N.W.9

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FINE CHEMICALS AND OPIUM DERIVATIVES

Goods  
covered by  
Dangerous Drugs  
Acts offered  
subject to all  
regulations

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Capsicin · Chloroform · Chrysarobin · Codeine · Diamorphine  
Emp. Canth. Liq. · Ephedrine · Ergotin · Eserine · Ethyl-  
morphine · Gingerine · Hyoscyamine · Jalap Resin · Leptandrin  
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Scammony Resin · Strychnine · Veratrine and other  
Pharmaceutical Chemicals and Preparations.

**T. & H. SMITH**  
LTD.

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Blandfield Works,  
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We are continuously carrying out research on the application of Glycerine to problems of manufacture. Can our experience assist you? Write to

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'Phone: Central 7474.

'Grams: Glymol, Telex, London

**HOPKIN & WILLIAMS LTD.**

MANUFACTURERS OF  
PHARMACEUTICAL CHEMICALS  
FINE CHEMICALS for RESEARCH and  
ANALYSIS  
INDICATORS & MICROSCOPIC STAINS

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### EPSOM SALTS

Commercial and B.P. Qualities  
also Powdered

### Glauber's Salt

Commercial and B.P. Qualities  
and Desiccated

### Zinc Sulphate

Commercial and B.P. Qualities

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Fused, Granulated and Liquid

**WILLIAM BLYTHE & CO., LTD.**

Holland Bank Chemical Works

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LANCASHIRE

**Hyposulphite of Soda** Pea Crystals

**Lead Arsenate**  
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**Precipitated Sulphur**  
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*A list of our general Technical Chemicals sent on application*

# ETHYL CHLORIDE

## CHLORYL ANAESTHETIC (DUNCAN)

FOR GENERAL and LOCAL ANAESTHESIA  
IT IS INDISPENSABLE IN THE SURGERY



Descriptive  
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Prices  
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Ethyl Chloride (Duncan) is perfectly free from hydrochloric acid, empyreumatic bodies, etc. It has a pleasant ethereal odour and its vapour is non-irritating.

Supplied in 30 c.c. and 60 c.c. graduated flasks or in 5 c.c. hermetically sealed ampoules.

May be had perfumed with Eau de Cologne if desired.

## DUNCAN, FLOCKHART & CO. EDINBURGH and LONDON

104/8, Holyrood Road, 8.

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**CHEMICALS**

Pharmaceutical  
Technical  
Chlorophyll  
all  
Grades

COD  
LIVER OIL  
Phenol  
Salicylates  
Marseilles Soap

3 LLOYD'S AVENUE  
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**A. & M. ZIMMERMANN**  
*Petri Bros. Ltd. Proprietors*

## Iglodine.

### Throat Pastilles & Throat Tablets

are being extensively advertised as a preventive against Colds and Influenza. Do not disappoint your customer by being out of stock. The Pastilles are put up in attractive tins at 6d. each; Throat Tablets in 6d. tubes and 1/- bottles. Usual trade discounts allowed.

The Iglodine Co., Ltd., Newcastle-on-Tyne

**ROURA & FORGAS**  
14 SEETHING LANE, GT. TOWER ST.,  
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**QUICKSILVER**

*Send your Enquiries to the  
SOLE IMPORTING BUYERS for the WORLD  
of the production of Quicksilver  
of MINAS de ALMADEN, SPAIN*

March 5, 1938

THE CHEMIST AND DRUGGIST  
SUPPLEMENT

v

# iodides whiffen bromides

ALKALOIDS AND FINE CHEMICALS  
DRUG GRINDING • ESSENTIAL OILS • VERMILION

C  
&  
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## WHIFFEN & SONS, LIMITED

Telephone : Fulham 0037 (3 lines) FULHAM, LONDON, S.W.6 Telegrams : "Whiffen, London"

INCORPORATING—GEORGE ATKINSON & COMPANY ESTABLISHED 1654

*A New Remedy for all Stomach Troubles!*

**HARKERS**  
BRAND

## **STOMACH EMULSION**

VERY ATTRACTIVELY PACKED IN 4oz. BOTTLES AT 7/- DOZ.

CHEMISTS' FRIEND LINE

A SAMPLE WILL BE SUPPLIED ON REQUEST TO :

**C. R. HARKER, STAGG & MORGAN LTD.**

MANUFACTURING CHEMISTS (Established 1820)

EMMOTT STREET, LONDON, E.1

Biologically Tested and Standardised  
**VITAMIN PRODUCTS**

**Ol. Hippoglossi N.H.I.**

30,000 Int. Units Vit. A per gramme

**FERBER Halibut Liver Oil**

60,000 Int. Units Vit. A per gramme  
2,000 " " " D "

**FERBER Halibut Liver Oil with Calciferol**

60,000 Int. Units Vit. A per gramme  
25,000 " " " D  
(250 times " Cod " Liver " Oil in " Vitamin D)

*Supplied in bulk — in Capsules  
and in  
4oz., ½oz. and 1oz. pipette bottles*

**ROBERT FERBER LTD.**  
CARLTON WORKS  
ASYLUM ROAD - S.E.15

**H. E. STEVENSON & Co. Ltd.**

10 Pancras Lane  
Queen Victoria Street, London, E.C.4

## **Concentrated Soft Extracts**

for Tinctures, Fluid Extracts, etc., complying with the B.P., and the Extracts being free from Alcohol, overseas houses will find them very economical in use.



When a father says to his son, " You have done well, my boy," it certainly encourages the little fellow to try and do still better next time. In the same manner, we appreciate the compliments we are constantly receiving from friends whose names are not unknown to readers of this Journal, and it is very encouraging to know that they seem to value and enjoy our good work and good service. We often think there is too much business done to-day with an air of detachment, particularly by those of the "hard-headed" type who fail to realise that sentiment in business still exists. But a sentimental attitude by the buyer towards the supplier can only be provoked if the supplier gives good service and supplies dependable merchandise. We feel that there are still one or two progressive concerns who would appreciate the kind of helpful service we are determined to give. So why not put us to the test sometime . . . . you won't regret it ?

# WAIDE'S

*The Thoughtful Printers*

**SUPERFINE  
TOILET CREAMS**  
OF SUPREME DISTINCTION ARE  
**SPUN**

PURE GENUINE **AVOCADO OIL AND TURTLE OIL CREAM**

PRICES UPON APPLICATION TO

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MELON ROAD,  
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Telephones: ROD 3874  
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**BABSOL**  
THE  
PERFECT  
BABY CREAM

TINS, JARS  
OR  
BULK

WRITE FOR  
PRICES AND  
SAMPLES

**PARAFFINUM  
LIQUIDUM B.P.  
HIGH VISCOSITY**  
◆  
**TECHNICAL WHITE  
AND  
HALFWHITE OILS**  
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**WHITE PETROLEUM  
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PHARMACEUTICAL & TECHNICAL  
QUALITIES  
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**HOLROYD'S  
OIL & CERESINE CO. LTD.**  
3 NEW LONDON STREET, LONDON, E.C.3.

TELEPHONE  
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Few lines combine the merits of rapid and consistent turnover coupled with a generous margin of profit. Outstanding among these few are the BEECHAM PRODUCTS—Beechams Pills, Beechams Powders, Beechams Lung Syrup and Lactopeptine.

The sound reputation and unparalleled goodwill of Beecham Products have been built on a foundation of consistent advertising, which has been carried on for 90 years—a record which has made the name BEECHAM almost traditional.

Are you sharing in our success? Use the display material which is provided free on request... link up with our National Schemes of publicity, and Beecham Products will add to your profits daily.



BEECHAMS  
Brand  
PILLS

BEECHAMS  
Brand  
POWDERS

BEECHAMS  
Brand  
LUNG SYRUP

LACTOPEPTINE  
Brand



# BEECHAM PRODUCTS

*make daily profits!*

Write  
for  
Free Show  
Material

BEECHAMS PILLS LIMITED, ST. HELENS, LANCS.

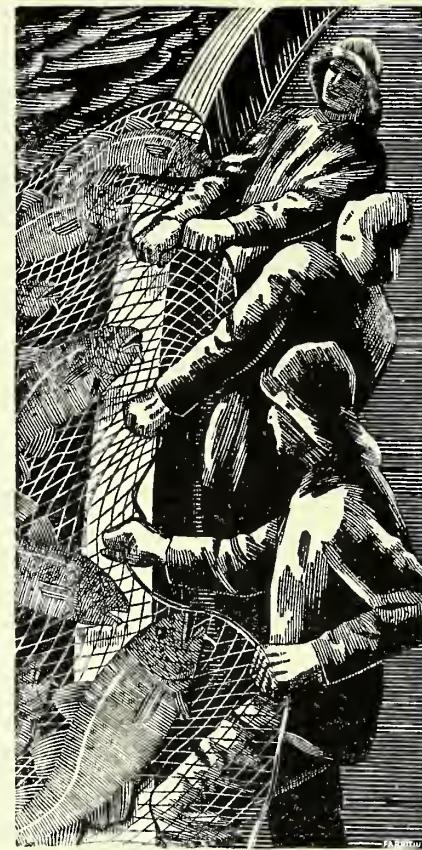
OLD THINGS ARE BEST



For a thousand years  
Norwegian Medicinal  
Cod Liver Oil has  
been renowned as  
Nature's own cure.

# NORWEGIAN MEDICINAL COD LIVER OIL

WORLD-FAMOUS FOR QUALITY



**DIRECT SHIPMENTS  
FOR CHEMISTS**

**SPECIAL**

**CADIZ SHERRY**

shipped expressly from our Spanish House full duty. An excellent Sherry of delightful flavour. Supplied in bulk for manufacturing and bottling purposes.

We also specially manufacture  
"WIN FERRO" TONIC BLOOD  
WINE 'GROWN' brand,  
LIEBIG'S MEAT AND MALT WINE,  
VIN FERRI CIT B.P. 1914.

Green Ginger, Raisin, Cowslip, Spiced Elderberry, &c., made from fresh fruit. Purity fully guaranteed. Full strength Australian Red, Tawny and White wines, Australian Sherry and every kind of foreign wine.

DUMAS ★★ BRANDY  
DOURADOS PORTS

Write for free samples and prices.  
**LAMB & WATT LTD.**  
St. Anne Street,  
LIVERPOOL, 3

**PHARMACY**

# CALDER BRAND YEAST TABLETS

50 tabs 7d.  
100 , 1/-

Discounts  
Retail 33½%  
Wholesale 16½%

*Yeast improves  
the complexion*

Calder Yeast Tablets can be had in  
cartons of 1 & 2 doz. 50's, 1 doz. 100's

Supplies of Calder Yeast Tablets may be  
obtained through Wholesalers

**CALDERS' YEAST CO. LTD.**  
INVERKIP STREET, GLASGOW, C.5



## ENGLISH DRIED MILK

Enquiries are solicited for the following:  
 FULL CREAM "DORSELLA" DRIED MILK  
 HALF CREAM  
 SEPARATED "PARAGON" CASUMEN, SOLUBLE MILK  
 PROTEID SWEETWHEY, CRYSTALS or POWDER  
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 UNITA (Dorsella and Casumen)  
 CHOCOLATE AND MILK  
 DRIED BUTTERMILK

Supplied in Bulk, Tins or Cartons

Quotations and samples gladly sent on request.

**PRIDEAUX'S LTD.,  
MOTCOMBE, SHAFTESBURY, DORSET**

Telephone: Shaftesbury 4

**THE ORIGINAL BLACK FOREST BRANDIES**

**KLOSTER KIRSCHWASSER ZWETSCHGENWASSER**  
 Mirabells, Prunells, Currants, Spirits of Mountain Raspberry, Blueberry, Blackberry and Juniperberry

AGENTS WANTED EVERYWHERE  
**KLOSTERBRENNEREI**  
 Erste Badische Edelbranntwein-Brennereigesellschaft m.b.h.

The largest and leading Distillery of High Class Brandies in Germany

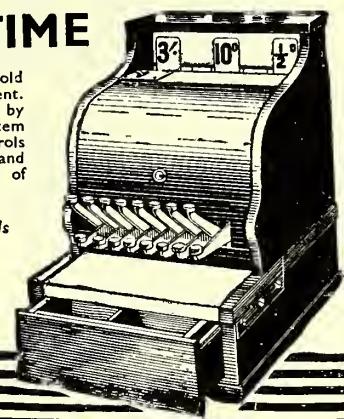
**EMMENDINGEN, BLACK FOREST**

## SPRING TIME

is the period of clearing out old and installing new equipment. Spring-clean your business by means of the **GLEDHILL** system of cash checking, which controls every penny of your takings and ensures an accurate record of every transaction.

Send for Catalogue and details

**G. H. Gledhill & Sons  
Limited  
16 Trinity Works  
HALIFAX**



# For you... to help you sell more BRAND'S ESSENCE



Here is the latest Brand's Essence display piece—an extremely striking cut-out made by the most up-to-date colour photography process. Other new additions to the practical Brand's Essence display material are the showcards reproduced here. There is also a set of four carton crowners as last year.

Everyone passing your shop or buying at your counter who has a friend or relative ill is a probable buyer of Brand's Essence. All that is needed is a reminder. Keep this Brand's display material always well to the fore and it will make you many a sale that you might otherwise miss.

Ask for the new colour photo cut-out, showcards, dummy carton in any quantity in which you can use them.

Send this form for these **FREE** sales-makers

TO BRAND & CO. LTD., MAYFAIR WORKS, VAUXHALL, LONDON, S.W.8

Please send me, carriage paid:

- ..... new Brand's Essence cut-outs
- ..... new Brand's Essence showcards
- ..... sets of crowners for new Brand's cartons
- ..... empty cartons for display purposes

Also please forward me, carriage paid, in the new cartons and display containers:

- BRAND'S ESSENCE OF BEEF (2/6 Tins) ..... dozen
- BRAND'S ESSENCE OF BEEF (2/9 Bottles) ..... dozen
- BRAND'S ESSENCE OF CHICKEN (2/9 Tins) ..... dozen
- BRAND'S ESSENCE OF CHICKEN (3/- Bottles) ..... dozen

NAME .....

ADDRESS .....

## "ALU-PHARM" BOTTLECAPS OF PURE ALUMINIUM

For Chemical and Pharmaceutical products, perfumery, essences, etc. The ideal method of leak-proof sealing of screwcaps and of capping bottles with protruding corks, imparting at the same time a smart and attractive finish to the bottle.

Extremely  
low prices

ANDERSEN & BRUUN  
(British) LTD.  
SLOUGH(Bucks)ENGLAND

Telephone : Slough 1633

Telegrams :  
"Anderbruun, Slough"

Enquiries outside the British Empire should be addressed to : Andersen & Bruun's Fabriker Ltd., Copenhagen F. Denmark. Cable address : Kapsel, Copenhagen.



## JACKSON-CROCKATT PATENT PACKING MACHINES

FOR ALL POWDER MATERIALS

Various types for Powders and Plastics



**"JUNIOR 45"** PACKING MACHINE  
with washable stainless steel hopper.  
Quickly dismantled for cleaning.

**For Packing**—To uniform density, Face Powder, Toilet Powder, Maclean's Powder, Magnesia, Curry Powder, etc.

Self-Contained Motor Drive

**J. G. JACKSON & CROCKATT Ltd.**  
Engineers, DARNLEY STREET, GLASGOW, S.1

## English Filter POSTLIP Papers

SQUARES  
CIRCLES  
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ANTIQUE  
EMBOSSED  
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SAMPLES  
FREE



Postlip Filterings are stocked by all the leading Wholesale Laboratory Dealers.

*Evans, Adlard & Co Ltd*  
Postlip Mills, Winchcombe, Cheltenham.



## GARDNER COMBINED PATENT 'RAPID' SIFTER & MIXER

Capacities from a few pounds to many tons

WM. GARDNER & SONS (GLOUCESTER) LTD.  
Bristol Road, Gloucester

Telephone : 2288. Telegrams : "Gardner, Gloucester"

London : 19 Gray's Inn Chambers

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## MR. GEORGE BELL SPEAKING TO CHEMISTS

# "SILENT SALESMAN" FREE

## WITH STOCK ORDER FOR BELL'S PET REMEDIES

### SELLING VALUE 45/- SPECIAL OFFER 30/- complete

The "Silent Salesman" is something quite new. Made of metal with aluminium finish. A customer can lift a packet from it, and another packet drops immediately into place—it is, in truth, a "Silent Salesman," and has only to be left on your counter for extremely profitable business to come your way.

It takes up very little space, and as a special offer I am giving a "Silent Salesman" free to Chemists with 45/- worth of remedies, for the sum of 30/-.

If you will drop me a postcard I shall be very pleased to have one of my representatives call to show you the "Silent Salesman."



Concurrently with this special offer a new national advertising campaign is now being launched for GEORGE BELL'S COMPOUND CONDITION DOG POWDERS in the following influential papers:

The "Radio Times," "Daily Mail," "Daily Herald," "Daily Express," "News Chronicle," "Our Dogs" and "Dog World."

Bell's remedies are all manufactured from the purest ingredients obtainable, and made to a carefully prepared formula. Years of experience in all branches of veterinary chemistry enable exact knowledge to be applied to the needs of a profitable and growing market.

SEND YOUR ORDER  
NOW THROUGH  
YOUR WHOLESALER  
OR DIRECT TO

**BELL**  
AND SONS LTD.,  
Veterinary Chemists,  
Dept. 2, SILVERDALE  
WORKS,  
LIVERPOOL, 13

# POWDER BOTTLES



This series of bottles is now available in a large range of sizes in white flint glass from  $\frac{1}{2}$  oz. to 40 oz. inclusive. It will be seen from the illustration that the Screw Neck bottles are complete with a neat Black Moulded Cap. The bottles are suitable for the packing of powders, tablets and similar products, and are also available in Actinic Green in  $\frac{1}{2}$ , 1,  $1\frac{1}{2}$ , 2, 3, and 6 oz. sizes.

Write for samples and price list

**BEATSON, CLARK & CO., LTD.,**  
Glass Bottle Manufacturers  
ROOTHERHAM      Established 1751      YORKSHIRE

BC. 17

The famous "Town Talk" Liquid Silver Polish, Silver Plate Cloth, Liquid Pewter Polish, Chromium Plate Cloth, and Cut Glass Cloth, afford you five ways to a woman's purse. They are consistently advertised in women's newspapers and journals, and their qualities make them quick-selling, repeat-order lines.

Push the "Town Talk" 5, they yield a good profit and bring customers into your shop

ORDER DIRECT OR FROM

MANCHESTER :

D. Mawdsley & Co.

James Woolley Sons & Co., Ltd.

LEEDS :

Goodall, Backhouse & Co., Ltd.

LEICESTER :

E. H. Butler & Son.

LONDON :

Brooks & Warburton, Ltd.

May, Roberts & Co., Ltd.

LIVERPOOL :

Ayrton, Saunders & Co.

Ltd.

THE TOWN TALK POLISH CO., MANCHESTER 10

WAGNER'S DRY BOTTLE CAPS  
BEST IN QUALITY & APPEARANCE  
PROMPT DELIVERIES

Self-Fixing

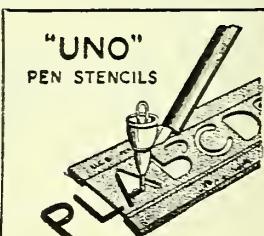
R. V. WAGNER

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Make your own SHOWCARDS,  
PRICE TICKETS, &c.  
with the

**'UNO'**  
PEN STENCIL  
OUTFIT

Send for full particulars of this  
inexpensive but useful outfit



**A. WEST & PARTNERS**  
91 PETTY FRANCE, WESTMINSTER, S.W.1

# SURE DEMAND GOOD PROFITS

There is always a good demand for Sherley products. They are prepared by fully qualified analytical and pharmaceutical chemists, and are renowned for purity, safety and efficacy. Extensive advertising always keeps them in the public eye and the public buy. Trade terms are generous, and in addition we offer quantity terms of

**2½%** Discount on  
£2 Parcels plus  
a further

**5%** For  
Window  
Display

YOU cannot afford to be without such quick-selling lines as Sherley's Tonic & Condition Powders, Worm Capsules and Powders, Canker Lotion and Powder, Lactol, etc. Therefore order NOW.

A. F. Sherley & Co. Ltd., 18 Marshalsea Road, London,  
S.E.1

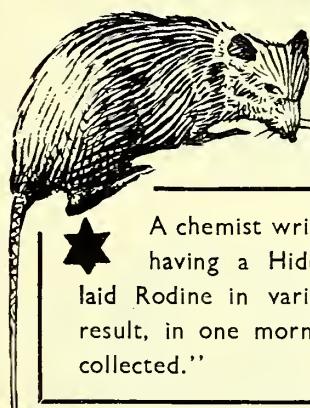
**SHERLEY'S**  
DOG And Cat  
Foods & MEDICINES

*Follow The  
SHERLEY  
Trail  
To —*



**£.s.d.**

## A RECORD BAG



**More  
Praise  
for  
RODINE**

**★** A chemist writes : "A customer having a Hide and Skin store laid Rodine in various places. As a result, in one morning 141 rats were collected."

**STOCK ALSO RODINE RED SQUILL**

Harmless to human beings, pets and poultry—entirely suitable for domestic use. Rodine Phosphorus and Rodine Red Squill retail at 7½d. and 1s.

Manufactured by :

THOS. HARLEY LTD., Rodine Works, PERTH, SCOTLAND

**RODINE**  
KILLS RATS & MICE

Why  
**CATALINE**  
Pays  
to Stock

**BECAUSE** it enjoys the largest sale of any Cattle Medicine Preparation and is on the P.A.T.A.

**BECAUSE** it is consistently advertised and all advertisements refer to the Chemist as the source of supply.

**BECAUSE** it is well packed, does what it is advertised to do, and shows the trade a satisfactory profit.

**BECAUSE** we do not employ travellers to call on Farmers or solicit orders at cattle fairs or markets.

One size, retailed at face value, viz.: 3/9 per bott.

*Cash with order terms :*

1 doz. 36/-, 3 doz. at 35/6, 6 doz. at 35/-, 12 doz. at 34/6 per doz.  
CARR. PAID. CASES FREE.

*Stocked by most Wholesale Houses.*

**THE CATALINE CO., LTD., BRISTOL**

**LOVE ME, LOVE MY DOG** *flea?*  
(CTENOCEPHALUS CANIS)

DOG FLEAS ARE APT to be ruinous pets for men and women like you. One may carry 20 embryo tapeworms, waiting their chance to involve you in endless trouble and expense. Eliminate this risk of worms—87% of tape-worm infections are due to dog flea—and the other risks as well, simply by following the

**COOPER HEALTH ROUTINE**

**1 TO PREVENT TAPEWORMS**—Spend five minutes once a week dusting your dog's coat with Pulvex, to keep him free from fleas and all flea-borne parasites. A 6d. tin lasts several months.

**2 TO PREVENT ROUNDWORMS**—Spend thirty seconds once a day sprinkling his main meal with Cooper's Vitamin Ration to give him vital elements he won't get any other way. A 1/6 tin lasts two months.

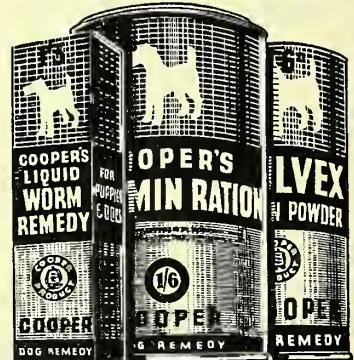
**IF YOUR DOG HAS WORMS NOW**—Cooper's Liquid Worm Remedy will rid him of the lot. Tapeworms, as little distasteful and dangerous as may be. Then a Cooper Health Routine, faithfully followed, will prevent the need for repeated worming.

\* This simple routine was devised and perfected by Cooper's Research Department, which carries on the only research work done on their lives in this country. For any further information that will help you, please write as fully as you can to the Dog Remedies Department.

**PULVEX VERMIN POWDER** | **COOPER'S VITAMIN RATION** | **COOPER'S LIQUID WORM REMEDY**  
6d and 1/3 sprinkler tins | 1/6, 2/9, and 4/6 | Small dogs 1/3, larger dogs 2/6 bottles  
FROM ALL CHEMISTS AND DOG SHOPS

COOPER, McDougall & Robertson Limited, Berkhamsted, Herts

**DIRTY DOG FEEA!** That's the proper comment, with the accent on the £, for you to make on this advertisement, reprinted now in miniature from the 'Tailwagger' etc. The Cooper Health Routine, which puts paid to this loathsome pest, can mean real money to you. Vet. counters in quite small shops are turning over a steady £5 per week. Have you got one? The Cooper Health Routine will give you a flying start and a dependable mainstay. Three sales in one and nine times the profit in the year.

**PULVEX VERMIN POWDER**

6d and 1/3 sprinkler tins

**COOPER'S VITAMIN RATION**

1/6, 2/9, and 4/6

**COOPER'S LIQUID WORM REMEDY**

Small dogs 1/3, larger dogs 2/6 bottles

TRADE TERMS—less 33½% and less 5% cash monthly

COOPER, McDougall &amp; Robertson Limited, Berkhamsted, Herts



# The CHEMIST AND DRUGGIST

## SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

MARCH 5,  
1938.

28 ESSEX STREET, LONDON, W.C.2

### ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

**BUSINESSES WANTED** and for **DISPOSAL, PREMISES TO LET** and **FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE and AGENCIES**—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

**SITUATIONS OPEN**—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

**SITUATIONS WANTED**—2/- for 18 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

**LEGAL NOTICES, TENDERS, AUCTIONS**, and all specially-spaced announcements, 1/3 of nonpareil line (12 lines = 1 inch single column). (Box No., 1/- extra.)

**MISCELLANEOUS (Wholesalers')** Section for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less. (Box No., 1/- extra.)

**EXCHANGE COLUMN** (for Retailers, etc.)—Twopence per word, minimum 2/-. (Box No., 1/- extra.)

**REPLIES FROM ADVERTISERS**—1/- per line; 3 lines 2/6.

**THE CHEMIST & DRUGGIST**, 28 Essex St., Strand, London, W.C.2  
Telephone: Central 6565 (10 lines). Telegrams: "Chemicus, Strand, London."

### CLOSING FOR PRESS

must reach us  
not later than

FIRST POST THURSDAY MORNING

All advertisements intended for insertion in this Supplement

## ORRIDGE & CO.

56 LUDGATE HILL, E.C.4

ESTABLISHED 1846

Telephone Nos. : CITY 2283 & 7477

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—EAST LONDON.—General Cash Retail Business with excellent panel; total takings last year £3,368; net profit £800 per annum; total purchase price about £1,950; rent £234 per annum; rates under £70 per annum.

2.—WIMBLEDON (NEAR).—Good Middle-class Business; takings approximately £3,000 per annum; excellent prospects; modern flat over at present sublet; purchase price asked £2,100. Valuation terms entertained.

3.—FLEET STREET (NEAR).—City Cash Retail Business; takings last year £2,125; net profit £320; attractive Pharmacy; heavy stock; inclusive purchase price required £750. Vendor bought another business.

4.—FOREST HILL (DEATH VACANCY).—General Cash Retail Business for sale together with property; turnover exceeds £1,300 per annum; good profits; excellent possibilities; living accommodation; inclusive purchase price required for property, business and book debts £1,050; full particulars upon application.

5.—BRIXTON.—General Retail Business with Panel; very old-established; takings last year £1,472; net profit £320; stock worth £500; spacious living accommodation; inclusive purchase price £1,000 or near offer.

6.—CANNING TOWN (NEAR).—Cash Drug Store; net profit over £300 per annum; Vendor will grant lease at £65 per annum; sublet £44 per annum; inclusive purchase price required £550. Retirement vacancy.

7.—YORKSHIRE.—Middle- and Working-class Cash Retail Business; takings last year £1,863; good profits; certified accounts; rent only £30 per annum; stock and fixtures worth £450; inclusive purchase price required £650 or valuation terms entertained.

8.—NORWICH.—Receiver wishes to sell General Mixed Cash Retail Business; takings approach £5,000 per annum; spacious premises; valuable lease; advantageous sublets; first reasonable offer obtains. Good profits.

9.—BIRMINGHAM.—Old-established Business for sale; takings approach £4,000 per annum; gross profit last year £1,976; exceptionally profitable; rent £400 per annum, rising to £450 per annum; stock £1,250, to be sold by valuation; fixtures £750, will also be sold by valuation; offers invited for the valuable goodwill.

10.—BRISTOL.—Middle-class General Retail Business situate in excellent position; increasing turnover, present rate upwards of £32 per week; splendid fixtures; stock worth about £500; price required £800 for the lease, goodwill and fixtures, s.a.v.

11.—GLOUCESTERSHIRE.—Ill-health necessitates the immediate disposal of a General Country Retail Business; takings last year £1,200; gross profit £420; stock worth £400—£450; rent only £60 per annum; nice living accommodation with garden; no reasonable offer refused.

**Chemists' Transfers, Valuations for Sale, Stocktaking & Probate, Sales by Auction**

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants

12.—OKEHAMPTON (NEAR).—Mixed Country Retail Business with Newspapers and General Stores; takings will exceed £1,700 this year; rent only £28 per annum; comfortable living accommodation; minimum inclusive purchase price required £550; stock and fixtures worth £350.

13.—BURTON-ON-TRENT.—Old-established General Retail Business; property can be purchased or leased; turnover about £3,000 per annum; good profits; excellent dispensing connection; price required £1,650; Property can also be purchased.

14.—SOUTHAMPTON (RETIREMENT VACANCY).—General Good-class Cash Retail Business offering considerable scope; present takings about £14 per week; leasehold premises can be purchased or rented for 30s. per week; 16 years' lease; stock and fixtures worth about £350; offers invited; living accommodation.

15.—DAGENHAM (NEAR).—Good Middle-class Business with Optical and Chiropody; takings last year £2,300; net profit £500; new lease; stock estimated to be worth £800; price required for the valuable goodwill £700.

16.—BOURNEMOUTH (NEAR).—General Retail Business for sale for genuine reason; must be sold within one month; increasing turnover; last year £1,120; net profit £300; excellent living accommodation; inclusive purchase price required £500; property can be leased or purchased; vendor leaving retail.

17.—CORNISH RIVIERA.—Family Retail Business; takings for last completed financial year exceeded £2,500; net profit to managing proprietor £600; splendid site; valuable stock; rent £120 per annum; lease 16 years unexpired; purchase price required £1,750.

18.—HANTS COAST.—Ill-health necessitates immediate disposal of a good-class profitable Business; scope for considerable increase; turnover this year will be about £800; stock and fixtures worth about £650; good living accommodation; garage; garden; inclusive purchase price asked £750, on valuation terms entertained.

19.—CLACTON (NEAR) (RETIREMENT VACANCY).—Light Retail Business, in present hands 33 years; net profit £600 per annum; stock £1,050; fixtures £285; splendid living accommodation; price asked for the goodwill £600; property can be purchased.

20.—HASTINGS.—Middle-class Retail Business; takings last year £1,520; net profit well over £400; mahogany fixtures; clean stock; comfortable living accommodation; rent only £85 per annum; purchase price required approximately £1,000.

21.—NORTH OF ENGLAND (COAST).—General Cash Retail Business for sale with property; lowest purchase price £2,600, in which figure is included £150 for the goodwill; increasing takings; stock and fixtures worth about £600; excellent opportunity; full particulars upon application.

# ERNEST J. GEORGE & CO.

Lancashire and District Representative : Mr. E. BROWN, 21 Davenport Road, Hazel Grove, Stockport. Telephone : Great Moor 2405

(C1) BIRMINGHAM.—Very old-established business occupying prominent corner position in leading thoroughfare; turnover approaching £4,000 per annum, with scope for substantial increase; owner retiring; stock and fixtures estimated at £2,000; offers invited; sole agents.

(C2) LONDON, W.C.—Good-class business with extensive frontage, occupying leading position in busy main thoroughfare; rapidly increasing turnover, which for the current year is expected to approximate £7,000, with a net profit of about £850; returns should reach £10,000 within a reasonably short period; genuine reason for selling; price asked for lease, goodwill and fixtures £2,500, stock at valuation; reasonable offers considered and part can remain if necessary; sole agents.

(C3) BUCKINGHAMSHIRE (NEAR).—Good-class family and dispensing business with optical department; net profit to owner-proprietor approximately £750 per annum; reasonable overheads; long lease; little booking; stock and fixtures estimated at £1,100/£1,200; price £2,500, or very near offer; sole agents.

(C4) ELSTRE.—Up-to-date pharmacy must be sold immediately, and offers are invited; turnover for 1936-37, £2,745; flat above available if required; alternatively the shop only can be taken on lease for 21 years at a rental of £100 per annum; stock and fixtures estimated at £900; very low price accepted for quick sale; sole agents.

(C5) DERBYSHIRE (PROMINENT TOWN).—Old-established family business with living accommodation; turnover for last financial year £2,979; gross profit £1,133; property can be purchased or 21-year lease will be considered at a very reasonable rental; no near opposition; price £1,650, including stock £650 and fixtures £250.

(C6) LONDON, N.1.—Main-road business with very valuable lease, as the rent, amounting to £125 per annum, is more than covered by income from sub-letting; net profit to qualified owner-proprietor approximately £500 per annum; good scope for increase; price £1,250 or reasonable offer.

(C7) CORNWALL.—Old-established, situated in popular good-class seaside resort; turnover for last financial year, £2,546; net profit to owner-proprietor £650/£700; living accommodation; scope for increase; rent £120; lease 17 years; price £1,750; several smaller but profitable branches in the surrounding area are also available if required.

(C8) MIDDLESEX (NEAR TO HANWELL).—Middle- and working-class business, situated in populous, growing district; increasing turnover, which for 1936-37 amounted to £2,819; gross profit £1,013; net over £650; rent £135, including self-contained flat with three bedrooms, bathroom, etc.; lease 11 years to run; price £1,300 or offer.

**Valuations for transfer, probate, income tax, etc., promptly executed at economical rates.**

## BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS,

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations.)

1.—HANTS COAST.—Good middle-class business; returns about £1,750; net profit £400; main road position; modern house; fully stocked. Further details on application.

2.—HERTS.—Good middle-class business, main road position; busy town; returns over £1,400, profits good, scope for increase; large modern Pharmacy; ample stock; price £975.

3.—FINCHLEY (NEAR).—Good-class business, in prominent main road position; returns £1,700, increasing; gross profit 34 per cent.; books audited; handsome modern Pharmacy, flat over; stock and fixtures worth £1,000; price £1,250 or near offer; personally inspected and recommended.

4.—SUFFOLK COAST.—Good-class Chemists' Business, with confectionery (latter optional); returns exceed £2,100, good profits; nice house and garden; price valuation, plus small goodwill.

5.—MANCHESTER (NEAR).—Death vacancy; neglected business, no panel touched; returns under £1,000, plenty of scope; good position; stock and fixtures worth £450; offers invited.

6.—DEVON.—Unopposed mixed country Retail, with grocery and newspapers; returns about £35 weekly; net profit 20 per cent.; good house, garden and garage; well stocked; price £550 or valuation terms arranged.

7.—GOLDERS GREEN (NEAR).—Good-class business in prominent position; returns £3,000, third profit; long valuable lease; attractive shop, fully stocked; price £1,900 or near.

8.—HARROW (NEAR).—Good-class Suburban Business, with Optical connexion; returns £50 weekly; net profit £600; attractive shop with flat over; owner leaving trade; price £1,600.

9.—LONDON, N.E.—Light Cash Retail, corner position, main road; returns over £2,000; gross profits 38 per cent.; modern fitted shop; good stock; price about £900.

10.—BAKER STREET (NEAR).—Light Family Retail, returning over £1,150; low overheads; net profit £380; books audited; owner retiring; price £625.

### BUSINESSES WANTED

We have a large number of genuine Cash Buyers seeking sound concerns showing from £300 to £800 net profit yearly, and intending vendors desirous of a quick sale, without any publicity, should communicate with us at once.

Estab. 1870,

Telephone: Terminus 3574.

**Bank Chambers, 329 High Holborn, London, W.C.1**  
Telephone Nos. : Holborn 7406 & 7407 (2 lines)  
**County Bldgs., Bridge St., Walsall** Telephone : Walsall 3774

(C9) LIVERPOOL.—Branch business, established over 60 years; turnover approximately £1,500 per annum; rent £65; good scope; price £550/£600, according to value of stock, part of which could remain.

(C10) SOUTHGATE (NEAR).—Lock-up Pharmacy occupying main road position; turnover for 1936-37, £1,214; gross profit £412; net £315; rent £65 inclusive; lease 19 years unexpired; price £550 all-at; this is an easily worked business, which should be well suited to an elderly chemist, or to a beginner with limited capital; sole agents.

(C11) SOMERSET.—Village business with excellent scope; situated amid beautiful country surroundings; present net profit approximately £300 per annum; living accommodation; reasonable purchase price.

(C12) KINGSTON-ON-THAMES.—For immediate disposal, prominently situated double-fronted Pharmacy, with good flat above; turnover for 1936-37, £2,339; excellent scope; no near opposition; stock and fixtures estimated at £700; very reasonable goodwill accepted.

(C13) WEALDSTONE.—Up-to-date Pharmacy, with modern flat (optional); turnover now averaging at the rate of approximately £1,550 per annum; good scope; long lease; price £500, including stock £250.

(C14) BOURNEMOUTH.—Cash Business, very easily conducted; turnover for 1937, £1,264; net profit, £317; good living accommodation with garage; rent £110; rates £20; price £850; including stock £300 and fixtures, which cost initially £500.

(C15) ST. PANCRAS (NEAR).—Old-established family and dispensing business, with large N.H.I.; turnover now at the rate of over £2,500 per annum; net profit to owner-proprietor, about £550; certified accounts; reasonable rental; no near opposition; price £1,400 or near offer; £800/£900 down and balance by arrangement.

(C16) CHESHIRE.—Pharmacy with valuable side-line, which yields over £3 per week net profit; turnover (in addition) upwards of £1,000; living accommodation, including three bedrooms, bathroom, etc.; stock £300; price £600 all-at.

(C17) BERKSHIRE.—Present returns approximately £2,000 per annum under management; good scope with personal attention; rent £100, including small house with garden and garage; lease 21 years; stock estimated at £700; fixtures £250; price £1,250 all-at; owner will, if necessary, accept £800 down and the balance by arrangement.

(C18) LONDON, E.C.—City Business with increasing turnover, now at the rate of about £2,200 per annum; no week-end duty; genuine reason for selling; price £750 all-at.

(C19) HEREFORDSHIRE.—Old-established, middle-class business with excellent scope under personal proprietorship; present returns average approximately £1,000 per annum; living accommodation with four bedrooms, etc.; reasonable rental and purchase price; open to offer

### THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED

(Business Agency, Transfer & Valuation Department)

KIMBERLEY HOUSE, and at EXCHANGE CHAMBERS, Holborn Viaduct, LONDON, E.C.1. 2 Bixteh St., LIVERPOOL.

PARKIN S. BOOTH, Valuer. Tels.: CITY 3691 (4 lines).

VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.

Enquiries Invited.

**S. F. CLARK, F.N.A.A.** Phone: Prospect 3366  
CHEMISTS' VALUER & TRANSFER AGENT

34 MARKSBURY AVENUE, RICHMOND, SURREY

PERSONAL, PROMPT, and CONFIDENTIAL SERVICE in all matters of business transfer, valuations for all purposes, and annual Stock-taking. Moderate terms.

Appointments arranged to suit pharmacists' convenience

### BUSINESSES FOR DISPOSAL

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BOURNEMOUTH.—Main road position (see article page 391, "Hairdressers' Journal," January 29); exceptional opportunity for Qualified Chemist. At present Tobacconist and Hairdressers; suggest substituting Chemists for tobacco; no opposition; profits from Hairdressing more than cover rent of premises, which have two flats above. To those with small capital interested and wanting proof, write or call (Sunday no objection), Owner, 12 Carbery Row, Southbourne Road, Bournemouth. Alight Irving Road bus stop. Telephone: Southbourne 1231.

LIVERPOOL.—Established lock-up main road, double-fronted Pharmacy; easily run; turnover £1,500; could be increased by whole-time owner-Pharmacist; beautifully fitted, well stocked; lease 9 years to run; must sell quickly; real bargain price on valuation terms; genuine cash buyers apply 108/46, Office of this Paper.

**L**ONDON.—Splendid opportunity offered to go-ahead Pharmacists, with modern ideas, desirous of purchasing newly-established business situate in thickly populated good-class business and residential district, with exceptionally large passing public; the shop is modern, well-fitted and stocked; little opposition to contend with. For an already established clientele averaging £40 per week the proposition is sound, and there is tremendous scope to double this figure in a short time; very sound reason for disposal; price asked £450, stock and fixtures at valuation; genuine enquiries only to 108/39, Office of this Paper.

**L**ONDON Wholesale Druggist wishes to dispose of Business; would be willing to retain an interest for an agreed period. 322/714, Office of this Paper.

**L**ONDON, E.—Established 7½ years; turnover £1,200, net profit £280; N.H.I. averages 300 monthly; stock approximately £400; fixtures and fittings £300; freehold, £1,250; price £1,650 the lot, or will grant lease. 101/27, Office of this Paper.

**N**EAR MANCHESTER.—Good-class Pharmacy, established 5½ years, at present owned by unqualified; turnover last year £1,890; gross profit £630 (accountants' figures); Optics carried as side line, but not included in above figures; property must be bought; good living accommodation (premises new when opened); no triflers, please. 108/2, Office of this Paper.

**S**HEFFIELD.—Main road mixed Retail Pharmacy in commanding corner position; increasing turnover, cash, £932; N.H.I. £298; no Sunday duty; stock approximately £350; could be reduced; fittings and fixtures £150. 108/16, Office of this Paper.

**S.E.**—EASILY worked profitable Business; returns £1,700, net profit £425; overheads, after allowing for sublet, £100; good lease; clean stock; N.H.I. about 400 per month; sound Optical connexion; price £1,250. Reply to 106/4, Office of this Paper.

**S**OUTH COAST.—Flourishing residential town; central; has S done £2,000, can again; present returns approximately £1,500; age compels sale; comfortable house and small garden; Family and Dispensing; reasonable overheads; easy hours. 108/1, Office of this Paper.

**S**USSEX.—Middle-class business in pleasant inland town; attractive well-stocked shop, with living accommodation; Kodak agency takings £1,500, £1,800, £1,900, last three years; rent £90; 14 years; price £1,200 (part can remain). 109/3, Office of this Paper.

**A**n old-established Surgical Appliance Stores (1871); Doctors, Insurance and Private connexion; plenty of scope under own management; can easily be made into a very profitable and first-class business; would suit maker, fitter or anyone conversant with Surgicals; rent £40, rates £17 10s.; price £250; the registered name is well worth it. Apply to Fowler & Co., 8 Blackwater Street, Rochdale.

**B**USINESS for sale situated in main street of small town (South Lincs); well stocked and nicely fitted; prescribing, N.H.I., Photography, Dispensing, Wine Licence; opening for Optics; long lease, low rent; house attached; turnover £1,000 per annum; price required, valuation of stock, fixtures, plus a small amount for goodwill. 109/4, Office of this Paper.

**D**RUG STORE.—Lock up; situated in busy street W. London; turnover £20 weekly; rent and rates £1 6s. weekly; large scope for increase; business neglected during last six months; stocked and fitted; all at £300. Further particulars, write, P.C.B. 275/12, Office of this Paper.

**H**IGH-CLASS Pharmacy, London, double-fronted main-road premises; turnover £50 per week; lease 19 years; owner retiring, but willing retain part interest. Write 322/706, Office of this Paper.

**S**MALL Business for sale, Wallasey, main road; price required £350-£400, including stock £170-£200; rent £1 1s. clear; lock-up; definite prospects of improvement. Particulars 107/9, Office of this Paper.

**W**ELL-KNOWN, old-established Business in West End; easily worked; 50 per cent. profits. 109/6, Office of this Paper.

## BUSINESSES WANTED

**P**UBLIC Company owning nationally advertised food wishes to obtain control of established business with national sales organisation calling on Pharmacists. Principals please apply in confidence to Linklaters & Paines, 2 Bond Court, Walbrook, London, E.C.4.

## PREMISES TO LET

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**C**HELSEA, Sloane Avenue, "Crammer Court."—Under block of luxury flats, with other blocks in close proximity; excellent shop, about 14 ft. by 37 ft., having advantage of additional frontage to private road at rear; moderate rental on lease; exceptional opening for Chemist. Apply Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Tele.: Mayfair 7666.

**F**INCHLEY ROAD, Childs Hill, N.W.—Exceptionally attractive shop (next multiple), eminently suitable for good-class Chemist in this very attractive district; rent only £125 per annum; premises will be adapted to Chemist's requirements and modern shop front fitted. Apply Close, 31 New Cavendish Street, London, W.1.

**W**ORTHING.—Lock-up shops in busy prominent position, facing pier on corner of Parade, Arcade and South Street, adjacent new sub P.O.; wonderful summer trade; prospects for Chemist. Full details, Jordan & Cook, Worthing.

## APARTMENTS

### THE HAMPDEN RESIDENTIAL CLUB

**F**OR GENTLEMEN, Hampden Street, N.W.1. Close to King's Cross and Euston. 300 Bedrooms, 15s. to 22s. 6d. per week, including bath, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary, Euston 2244/5.

## AGENCIES

### TO OWNERS OF PROPRIETARIES

**A**n up-to-date, progressive house of Manufacturing Chemists, with a large, fully-equipped factory in London, invites enquiries from principals for the MANUFACTURE, PACKING AND DISTRIBUTION of Proprietary Pharmaceutical Preparations. Manufacturing Dept., 64 Hatton Garden, London, E.C.1.

## VARNISH, COLOUR and DRUG TRADES

**SWITZERLAND.** Swiss firm is desirous of securing agencies or general representation of first class firms in the above trades. Offers and correspondence should be addressed to **F. SCHLATTER-CHASSOT, BASEL (Switzerland), FELDBERGSTR. 25.**

## INDIA

**W**ELL-ESTABLISHED London Manufacturing Chemists require Agents throughout India with live connexions, to sell own Proprietaries and Compressed Medicines. Resident Representatives requiring an additional agency are invited to communicate with Advertisers stating territory covered and any other relative information, which will be treated in confidence. 322/708, Office of this Paper.

**A**GENCY.—London Representation, Medical or Toilet lines; 25 years' experience Wholesale and Retail; well known Stores and Retail Pharmacy; personality and Sales Ability; knowledge Manufacture, Packing and Distribution; assistance given in all departments if required. Progress, 322/717, Office of this Paper.

**A**GENTS Required, already calling on Chemists, Hairdressers and Stores, to handle well-advertised line. Apply in writing, giving full details of experience, territory, number of open accounts, etc., EBE Products, Ltd., 11 Diana Place, Euston Road, N.W.1.

## PARTNERSHIPS

**UNIQUE OPPORTUNITY.**—Lady or Gentleman, Qualified or Unqualified, with plenty of capital, to assist advertiser to take over large Retail Business in the Midlands, good sound medium-class business, busy Dispensing, heavy Counter; company would be considered. Replies, with fullest particulars, to 107/12, Office of this Paper.

## EDUCATIONAL

**YOUR SUREST, QUICKEST WAY TO SALARIED POSITION OR INDEPENDENT INCOME.**—Qualify for the uncrowded paying profession of Chiropody through the six months' intensive course at Britain's most important Chiropody training centre, the National School of Chiropody. Nearly 100 per cent. of past qualified students offered good employment. Expert medical staff, up-to-date equipment, exceptional opportunities for practical work in largest foot clinics. Write for Prospectus, National School of Chiropody (Department 90), 133 Upper Street, London, N.1.

## TENDERS

LANCASHIRE COUNTY COUNCIL.  
PUBLIC ASSISTANCE COMMITTEE.

### SUPPLY OF DRUGS, ETC.

TENDERS are invited for the supply of Drugs, etc., for the period 1st April, 1938, to 31st March, 1939, to the Public Assistance Institutions under the control of the Lancashire County Council.

Full particulars can be obtained on application being made to the County Medical Officer, Public Assistance (Hospital and Medical) Department, County Offices, Preston, Lancashire.

Tenders must be delivered to the undersigned not later than the 14th March, 1938.

GEORGE ETHERTON,  
Clerk of the County Council.  
County Offices,  
Preston.  
28th February, 1938.

## SITUATIONS OPEN

### RETAIL (HOME)

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**B**LACKPOOL.—Lady Assistant, young, Qualified, for Dispensing and Toilets, for good-class business; very little N.H.I. Reply, giving salary required, age, references, experience and full particulars, enclose photo, 106/8, Office of this Paper.

**E**SSEX.—Young Qualified Assistant wanted for Branch; Lady preferred, one used to N.H.I. Dispensing and quick at Counter and Photographic. Give full particulars, salary, age and experience; letters not answered in three days respectfully declined. 108/35, Office of this Paper.

**L**EICESTER.—Wanted, smart young Qualified Assistant as Junior; must be quick and accurate Dispenser, and good Counterman. Give full particulars as to age, experience, height, etc., 108/50, Office of this Paper.

**L**ONDON.—Qualified Assistant, middle-class trade and N.H.I. Dispensing. Apply (letter only), giving particulars of experience, names of references, age, when disengaged, and salary required. "Chemist," 37 Syden Road, London, N.16.

**L**ONDON.—Qualified Manager, smart and conscientious, for main road shop; previous control of staff and experience in similar capacity advantageous. Full particulars experience, age, etc., and commencing salary expected; interview. 108/33, Office of this Paper.

**L**ONDON, W.4.—Unqualified Assistant (male), for permanency in branch; must be keen, capable and courteous Salesman; will be required act as Locum, expenses paid, London area, for short periods during summer. Full particulars age, experience, etc., and salary expected; interview. 108/43, Office of this Paper.

**M**ANCHESTER.—Unqualified Assistant required; must be quick and accurate Dispenser, experienced and courteous Counter man. Apply, giving full particulars as to age, height, previous experience, references and salary required; permanency. 108/48, Office of this Paper.

**N**EAR LONDON.—Junior Unqualified Assistant required (male). Full particulars age, height, previous experience and salary expected, to 322/711, Office of this Paper.

**N**EAR LONDON.—Qualified Senior Assistant or Manager (male), married; living accommodation provided; good knowledge of Photography essential. Full particulars, age, height, previous experience and salary expected, to 322/710, Office of this Paper.

**S**URREY.—An Unqualified Lady Assistant as Dispenser, with a knowledge of Toilets and Window Display; quick and accurate worker. State age, experience and salary required (outdoors). 108/14, Office of this Paper.

**A.A.A.**—YOUNG Assistant, with fair experience (male or female); Dispensing and General Routine. Apply, 'Phone Edgware 4545, or write L. Garfield, 5 North Parade, Mollison Way, Edgware.

**A** YOUNG Qualified Assistant (male) required for good-class Dispensing and Retail. Apply, giving full particulars and enclosing photo, to H. J. Hewlett, John Baily & Co., Chemists, Cliftonville, Margate.

**A**SSISTANT (male), Unqualified. Apply, with usual particulars, to J. Price, M.P.S., 42 Bath Street, Leamington Spa.

**A**SSISTANT or Improver (aged 19-21) wanted in busy East London Pharmacy for Window-dressing and Dispensing; good experience for one intending to qualify. Apply, with full particulars, to Mabyn & Co., Ltd., 145 Cambridge Road, E.1.

**A**SSISTANT, Unqualified (not over 25), for Chemist and Optical Business, including Photographic; South Coast; must be accurate and neat Dispenser, gentlemanly in appearance, and accustomed to good-class customer. 108/29, Office of this Paper.

**B**OOTS the Chemists have a few vacancies for experienced Unqualified Assistants (not over 30 years of age). Applicants, who must have had a good training, should write, giving full particulars, to the Retail Staff Dept., Station Street, Nottingham.

**C**APABLE young Qualified man wanted immediately for busy Pharmacy in N.E. London; used to brisk Dispensing and Counter; Drug buying experience an advantage. Full particulars in first letter, 108/30, Office of this Paper.

**J**UNIOR Qualified Assistant required for branch in Leeds; good Dispensing experience and Counter maner. Write, 322/715, Office of this Paper.

**L**OCUM required, end May to end September; first-class man required; wages £5 5s. per week. 322/712, Office of this Paper.

**M**ANAGER required for Branch, borders Surrey and Berks, 20 miles London; high-class trade, some N.H.I.; flat over; takings exceed £3,000 per annum; wages £4 4s. plus flat, and commission. Apply 322/713, Office of this Paper.

## PHOTOGRAPHS, TESTIMONIALS, &c.

When replying to advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. Many of these announcements produce an exceptionally large response and, as can be readily understood, the task of returning photographs, testimonials, &c., is one of some difficulty.

**P**HARMACY.—Qualified Chemist required, able to take charge of Retail Branch; must be a thoroughly capable and experienced man.

Female Assistant required; must have had general Pharmaceutical and shop experience. Widows and single persons only considered.

Apply in writing, stating age and experience, to the Staff Manager, Royal Arsenal Co-operative Society, Ltd., 113 Powis Street, Woolwich, S.E.18. Endorse envelope "Pharmacy."

**N**ote.—Canvassing of members of the General Committee or Officials will disqualify.

**P**HARMACY.—Qualified Lady required; must be good Counter hand, with knowledge Toilets and Window-dressing, etc. Apply, stating full particulars, experience and age, to Grays Co-operative Society, Ltd., 68 High Street, Grays, envelope endorsed "Pharmacy."

**Q**UALIFIED Assistant for Branch; accurate and quick Dispenser; used to good-class Family trade; knowledge of Photographic, Retail and Window-dressing. Give full particulars of experience and state age, height, salary expected and when at liberty; photo if possible. 108/18, Office of this Paper.

**Q**UALIFIED Assistant required; experienced in first-class Dispensing; capable of taking charge. Full particulars and salary required, Pugh, Chemist, Buxton, Derbyshire.

**Q**UALIFIED Assistant required immediately for good-class Family business with private and quick N.H.I. Dispensing; must be alert and keen; young; capable of taking charge. Full particulars in first letter—experience, references, photo if possible, salary required. 108/4, Office of this Paper.

**Q**UALIFIED Assistant wanted (about 30) in good-class Dispensing business; comfortable position; permanency to suitable person. Apply, stating full particulars, salary required, etc., T. G. Stewart, High Street, Bracknell, Berks.

**Q**UALIFIED Lady or Gentleman Dispenser required for shop in S.E. London district; must be willing, experienced, energetic and reliable; a knowledge of the Counter an advantage; salary £4; send references and snapshot. 108/47, Office of this Paper.

**Q**UALIFIED Manager for Branch in working-class district; good Window-dresser and accurate Dispenser; also Unqualified Assistant. Apply, giving fullest particulars, with recent photo and references, F. Coates & Co., Ltd., 56 Rawson Street, New Basford, Nottingham.

**R**EQUIRED immediately, Qualified male, N.H.I., Photographic, Counter, Windows; state age, experience, salary. Watkinson, 384 Lordship Lane, N.17. (Tottenham 4464.)

**T**EMPORARY Stocktaking Assistants required for end of March. Please state age, and if any previous experience; also salary required. 322/716, Office of this Paper.

**U**NQUALIFIED Junior Assistant required for good-class business in pleasant country town; Dispensing and Photographic experience necessary. Send full particulars with photo if possible. Tavener, Broadway, Crowborough.

**U**NQUALIFIED Lady Assistant required; one used to N.H.I. Dispensing and Counter work. Apply, giving particulars, age, experience and salary desired. Wallom's Cash Chemists, 89 Whitehorse Road, W. Croydon, Surrey.

**W**ANTED, for March 28, Qualified (male), to manage and take charge new Pharmacy, working-class district, 10 miles Leeds; energetic business builder; married preferred. Apply, stating age, salary required, photo if possible, to Hudson, Row Brow, Lady Edith's Drive, Scarborough.

**W**ANTED.—Lady Assistant, young, Unqualified, for Counter, in good-class Dispensing and Toilet business. Apply by letter, with usual full particulars, to Chemist, 24 Thackeray Street, Kensington Square, W.8.

**Y**OUNG Qualified Lady Assistant required for Branch; quick at Dispensing and Counter. State age, experience and salary required, when disengaged (photo if possible); no Bank Holiday duty; very occasional Sunday duty. Slaughters (Chemists), Ltd., 351 High Road, Ilford, Essex.

## WHOLESALE

**A** COMPANY producing high-class Toilet articles has a vacancy for a young Chemists' Assistant to train in Manufacturing Laboratory; must have served apprenticeship and have sound Chemical knowledge. Apply, giving details of experience, age, etc., to Northam Warren Ltd., 216/19 Bedford Avenue, Slough, Bucks.

**C**HEMICAL Process Worker required by well-known London firm of Manufacturing Chemists. Write, stating experience and wages required, 322/707, Office of this Paper.

**F**EMALE Invoice Typist for London Manufacturing Chemists. Write fully, stating experience and salary, 322/709, Office of this Paper.

**M**ANUFACTURERS of Powder Puffs, Toilet Holdalls, etc., have vacancies for reliable established Agents on commission basis to call upon Wholesale Houses in the Midland Counties, Lancashire, Yorkshire, Northumberland and Durham. Particulars in confidence to 322/704, Office of this Paper.

**R**EPRESENTATIVES required to sell Toilet and Medical Proprietaries to Chemists and Stores; all territories England, Wales, Scotland; start on commission only. Write, stating experience, lines carried, if car, and commission required, 106/10, Office of this Paper.

**R**EQUIRED to introduce high-class nationally-advertised Perfume, Permanent Representatives calling with non-competitive lines on Chemists' Stores and Ladies' Hairdressers; expenses and 15 per cent. commission; all areas except Ireland and Scotland. Write, stating age and giving full details of area covered and lines at present carried to 322/705, Office of this Paper.

**T**RAVELLER to visit Hospital Pharmacies in the London area. Applications from well-educated and experienced Representatives with a good connexion only will be considered. Reply, giving full details, to C. R. Harker, Stagg & Morgan, Ltd., Emmott Street, London, E.1.

## SITUATIONS WANTED

### RETAIL (HOME)

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**A.A.A.A.A.** —M.P.S., F.N.A.O., F.I.O., M.I.C.O.; on O.B.A.C. and J.C.Q.O. Lists; sound knowledge of up-to-date business methods; used to handling staff; unafraid of responsibility; experienced all types Pharmacy and Optics; requires permanent position showing fair salary and prospects; excellent references; interview arranged. "Chemist," 182 Benhurst Avenue, Elm Park, Romford, Essex.

**A**—ASSISTANT or Locum; tall; prize Photographer; quick worker; trustworthy; Unqualified, senior. MacLellan, 13 Hainthorpe Road, West Norwood, S.E.

**A**CTIVE Unqualified Assistant, experienced in all branches of Pharmacy, Homoeopathy; knowledge of Optics and Photographic. 108/36, Office of this Paper.

**A**SSISTANT (28), experienced high-class Family and West End Business; expert Dispenser. C. H. J. Bishop, 41 Hillcross Avenue, Morden, Surrey.

**E**NGAGEMENT wanted, part time; Qualified; salary 1s. 6d. per hour; London district. "S," c/o Longdon, 39 Ellora Road, Streatham Common, S.W.

**E**XPERIENCED Qualified Manager, disengaged March 26 (owing to sale of business); highest references; interview London. Chemist, 2 Park Way, Ruislip, Middlesex.

## NAMES AND ADDRESSES

When sending advertisements for any of the columns of this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not adhered to and delay and disappointment ensue. Strict attention to this detail will be appreciated.

LADY Dispenser, Qualified (Hall), desires post; excellent references; Book-keeping. A., 8 Cashiobury Terrace, Southend-on-Sea.

LADY Dispenser (Hall), experienced, desires post with doctor(s); good references. Cowley, 47 West End Avenue, Harrogate.

LADY Dispenser (Hall) seeks post with Doctor or Chemist in or near London; good references; secretarial experience. 108/45, Office of this Paper.

LADY Dispenser, well experienced, requires post with Doctor; Leigh-Southend district preferable, but not essential. "F," 40 Marine Avenue, Leigh-on-Sea, Essex.

LADY, Qualified, well experienced and reliable, desires post; South preferred but not essential; free March 14. 108/54, Office of this Paper.

LADY, Unqualified, 13 years' experience Dispensing, Counter, etc.; temporary or permanent. "C," 35 Glebe Road, Bromley, Kent.

LADY (25), seeks change, London, W. or S.W.; nine years' general experience; Window-dressing and Book-keeping; good appearance. Cooper, Aviemore, St. Nicholas Avenue, Cranleigh, Surrey.

M.P.S., F.S.M.C. (31), tall, high-class Pharmaceutical; Toilet experience; extensive Photographic knowledge; Refraction; Hospital trained. 108/42, Office of this Paper.

PART-TIME.—Qualified Lady, experienced, seeks post Croydon district. Pearce, 124 Leander Road, Thornton Heath.

PHARMACIST (27), ex-Proprietor, desires situation; capable business man; high-class Dispensing, Photographic and Toilet experience; free immediately; partnership entertained; satisfactory references. 108/32, Office of this Paper.

QUALIFIED Manager, experienced, desires Permanency or Locum; well recommended; free now. Snow, "Brockedon," Lovibond's Avenue, Orpington, Kent.

QUALIFIED, seeks permanency or locum, accessible from Ealing; 9 years London middle- and working-class; free now. "Benzene," 93/13, Office of this Paper.

QUALIFIED (32), Scot, single, disengaged, desires Locum or Permanency; London. "Script," Hampden Club, N.W.1. Phone Euston 2244.

QUALIFIED (38), tall; good experience; medium trade, N.H.I.; conscientious; highest integrity; moderate salary; married; disengaged. Siddall, "Springfield," Littlemoor Road, Weymouth.

QUALIFIED (38), tall, married, with all-round experience, including 12 years' management, seeks permanency as Branch Manager; free now. Benson, 57 William Street, Swindon, Wilts.

SCOT (29), Unqualified, desires change; active and of good appearance; 5 years' West End experience; 3 years as manager; good experience in Counter, Dispensing, etc. 108/11, Office of this Paper.

UNQUALIFIED, good all-round, Dispensing, Counter, etc.; Locum or permanency; excellent references; London area. Stevens, 27 South Hill Park, Hampstead, N.W.3.

UNQUALIFIED (21), free immediately, desires Locum or permanency, London area; 6 years' good all-round experience; well recommended. 108/34, Office of this Paper.

UNQUALIFIED (34), married; all-round experience; Window-dressing a specialty; good references; South preferred. Manns, "Athlone," Tenter Balk Lane, Adwick, near Doncaster.

UNQUALIFIED (27), married, seeks permanency; excellent references; 10 years' varied experience; Birmingham or Suburbs preferred. "Auranti," 137 Bristol Street, Birmingham.

UNQUALIFIED (24), tall, desires permanent post; seven years' experience Retail Pharmacy; free March 14. Roland S. Pickup, 12 Lulworth Drive, Pinner, Middlesex.

WHOLE or Part-time; Part II Student; Dispensing, Counter; March 14-April 9, or between dates; references. Beavan, 20 Kimberley Road, Stockwell, S.W.9.

YOUNG Pharmacist desires situation with prospects; thoroughly experienced in both Hospital and Retail Pharmacy; capable and energetic; disengaged immediately; would consider temporary position. Montreux, Eastfield Road, Andover. Phone: 461.

## WHOLESALE

A.—REPRESENTATIVE well known London and Provinces; fully conversant with all Chemists' lines, including Drugs, Sundries, Surgical Appliances, Photographic, Toilet and Perfumery, desires position with first-class house on salary, commission and expenses base; first-class references, good sales record. "Traveller," 30 Baring Road, Addiscombe, Surrey.

A.—ADVERTISER, holding position Executive Sales and Advertising Director with Manufacturing Company merchandising nationally advertised Chemist line, desires change where selling and organising ability can be used. 108/27, Office of this Paper.

A.—ADVERTISER, Qualified, wishes post as Representative in London and surrounding counties; good personality; sales or propaganda; own car; salary and commission. 107/14, Office of this Paper.

A.—GENT, calling on Chemists, Hairdressers and Stores in all Ireland, is open for Agencies; facilities for carrying stocks in Dublin; commission only; highest references and guarantees. P.C.B. 275/11, Office of this Paper.

A.—MBITIOUS, Unqualified (24), seeks position indoor or Representation; London, elsewhere; Retail and outdoor experience; moderate salary; available shortly. 108/28, Office of this Paper.

C.—HEMIST, extensive experience Cosmetic and Pharmaceutical Products; good Formulator; modern methods, mass production; staff management, including female labour. 108/6, Office of this Paper.

C.—HEMIST, with sound knowledge Biochemical Analysis, requires Permanency; capable of handling staff; keen; used to responsibility. 108/10, Office of this Paper.

E.—XPERIENCED Salesman, calling on Wholesale, Manufacturing, Hospitals, and Institutions in the Midlands and North of England, requires additional Agencies with reputable firms. 108/55, Office of this Paper.

G.—ENTLEMAN, connected Hardware, Hospitals and Municipalities, Yorkshire, Durham and Northumberland, seeks progressive post. G. R. Inman, 19 Falkland Rise, Leeds, 7.

M.—EDICAL PROPAGANDA.—Representative with 25 years' experience calling on Medical Profession is desirous of representing house of repute. 107/7, Office of this Paper.

P.—ENSIONER, middle-aged, with drug experience, requires light employment, any capacity. J. Green, 56 Rectory Lane, Tooting, S.W.17.

P.—HARMACY OR TOILET.—Experienced young Representative desires progressive position with firm of repute; highest references; own car; well known in Midlands, Eastern and Home Counties. Acer, Devonia, Windermere Road, Shrewsbury.

R.—EPRESENTATIVE, 10 years' nationally-known firm, live connexion Chemists, London, Home Counties, S.E. and S.W. England, seeks similar position; experienced car driver; highest credentials. "Rep.," 48 Dagmar Avenue, Wembley, Middlesex.

S.—COTLAND.—Well-known Representative, established connexions with Chemists, Hairdressers and Stores, Wholesale and Retail, desires change; car owner. Address "9381," Wm. Porteous & Co., Glasgow.

T.—HIRTY Years' experience. Representative, Propagandist; car; excellent record, health, address; salary, expenses. "Expert," c/o Jackson, Rowan Avenue, Boothville, Northampton.

TRAVELLER, old-established connexion, London and all Southern Counties, seeks re-engagement; good Agency not objected to; own car. P.C.B. 275/10, Office of this Paper.

YOUNG Traveller, with connexion amongst Retailers, Wholesalers and Manufacturers in the Midlands and North seeks position or agency with Pharmaceutical or Chemical House; own car. 286 Stainbeck Road, Leeds.

YOUNG Unqualified (20), requires situation with Manufacturing or Retail Chemists, Leeds. Kipling, 18 Roundhay Crescent, Leeds 8.

## FOR SALE

(Articles to the value of £5-£50.)

COMBINED Print and Glazing Machine; solid Chrome steel cylinder; "Gerster" system; hardly used; capacity 200-250 Prints  $3\frac{1}{2}$  X  $2\frac{1}{2}$  per hour; original price £50; accept £30 or best offer. Write Ross, 37 Nether Close, Finchley, N.3.

NATIONAL Cash Register, perfect condition; prints sales and total; been carefully used. Write W. Seaton, 82 Hermitage Road, N.4.

PARKER Pens, Pencils and Quink, all new, retail value £14, with handsome showcase, accept £7, delivered carriage paid, or will exchange for goods (patents and proprietaries only). Alter, Chemist, 716 High Road, North Finchley, N.12.

## MISCELLANEOUS

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ARE YOU TIRED OF POORLY PAID ROUTINE WORK?—If so, why not be a Salesman? We are regularly introducing our trained students to SALARIED POSTS as Outdoor Salesmen. You can qualify for this well-paid progressive work by spare-time home study, after which we will introduce you to Salaried Posts. Write for Free Copy of 32-page Book, "Salesmanship," to the WALLACE ATTWOOD COLLEGE, LTD. (Dept. 84), Victoria House, Southampton Row, London, W.C.1.

CASH REGISTERS, NATIONAL.—The largest selection of guaranteed bargains in Great Britain; complete overhauls from £3; estimates and loan machines free. One only Avery Personal Weigher, as new, £12; cost £33. Cash Tills 15s. AMALGAMATED BUSINESS MACHINES, LTD., 78 LONG LANE, SMITHFIELD, E.C.1. 'Phone: NATIONAL 0674. Easy terms, Exchanges, Repairs, Supplies. Machines bought for cash. Fair prices certain.

CHEMIST FITTINGS, Second-hand, in good condition; Glass Counters from £7; Mahogany Mirror-back Wall Case, 5 ft. long, £17 10s.; Mahogany Sponge Case, 3 ft. high by 2 ft. 6 in. wide, £3 10s.; Mahogany Drug Run, 32 Drawers, Cupboard and Lockers, 12 ft. long, £14 10s.; All-glass Counter Cases from 35s. Illustrated catalogue of new modern pharmacy fittings on request. F. MAUND & E. BERG (SHOWCASES), LTD., Shopfitters and Shop Front Builders, 175/9 Old Street, London, E.C.1.

COMPLETE PHARMACY in Mahogany for £63 10s. Comprising: 12 ft. Drug Run, 8 ft. Wall Case, 6 ft. 6 in. Dispensing Screen with Showcase front, Mirror-back and Plate-glass shelves; 10 ft. Counter with Showcase front; many other sets in Oak or Mahogany. New and Second-hand. New SHOP FRONTS of modern design. Estimates and Drawings FREE. Call or write: RUDDUCK & CO., 219 Old Street, London, E.C.1.

## PRICE LISTS, TRADE CIRCULARS, SAMPLES, AND PRINTED MATTER

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**CLEAR OUT**—your Old or Damaged Stock of Photo Goods. Why keep them any longer? Turn them into CASH. I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers, Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.

**S. E. HACKETT, 23 July Road, Liverpool**

FOR immediate disposal: approximately £100 worth of saleable Stock (Patents, Proprietary Toilets, Photo, Sundries and small quantity of Drugs). First reasonable offer accepted. Write or telephone, in first instance, S. F. Clark, Chemists' Transfer Agent, 34 Marksbury Avenue, Richmond, Surrey. Prospect 3366.

SHOP SOILED FITTINGS.—A complete set in Light Oak suitable for beginner or branch; can be seen at, or full particulars from, PHILIP JOSEPHS & SONS, LTD., 90-92 St. John Street, Clerkenwell, E.C.1. Telephone Clerkenwell 4111-2. "Pharmacy Fitters for over a century."

£9—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showrooms a Complete Chemist's Shop with Metal Shop Front, Window Backs, Correct Window Lighting, Signs and Modern Interior Fittings. Apply for Lists, D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

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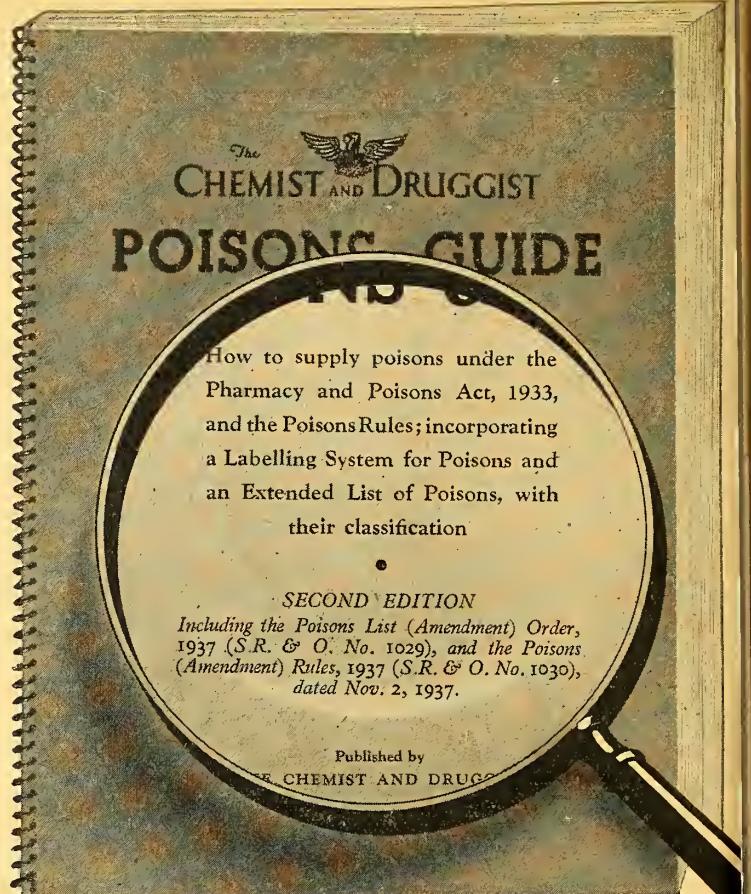
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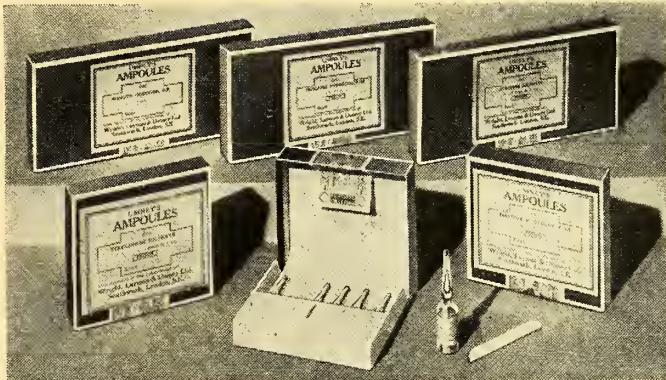
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N.B.—The 1 cc. size contains 1.1 cc. of fluid to enable the physician to extract a complete cc. with the hypodermic syringe.

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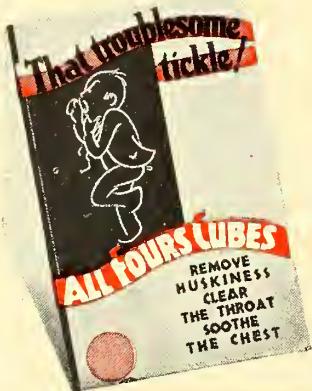
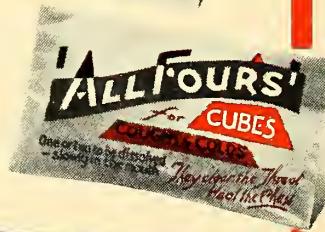
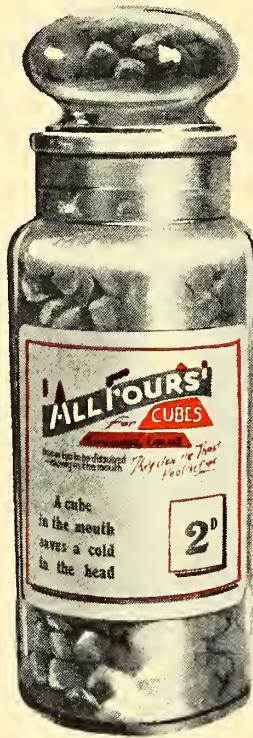
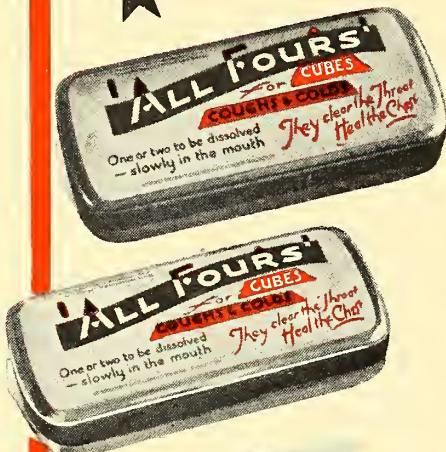
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